Garnet
Garnet Global Training Center

GGT-LM-104

Leadership & Management

Negotiation & Influencing Skills

مهارات التفاوض والتأثير

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Negotiation & Influencing Skills turns established good practice into step-by-step methods that participants rehearse in exercises and then apply at work. Programs for managers who need to set direction, decide well and bring people with them. You can join a public session in one of 20 cities or live online, in English or Arabic, or bring the course in-house with examples from your own operations.

What you will be able to do

- Apply the methods and standards of Negotiation & Influencing Skills to real tasks.
- Diagnose common problems and identify root causes.
- Interpret data and results correctly and act on them.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.

Who should attend

Executives, senior managers, team leaders and high-potential employees. Practitioners with one to five years of experience benefit most.

Key topics

- Strategic thinking and direction setting
- Leading teams and performance
- Communication and influence
- Decision quality under uncertainty
- Managing change and resistance
- Personal leadership action plan

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Negotiation & Influencing Skills: principles and standards

- Personal leadership action plan
- Measurement and reporting

Day 2 Methods and tools in practice

- Strategic thinking and direction setting
- Leading teams and performance

Day 3 Diagnosis and problem solving

- Communication and influence
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- Decision quality under uncertainty
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Managing change and resistance
- Regional and international case studies

10-day outline

Day 1 Negotiation & Influencing Skills: principles and standards

- Personal leadership action plan
- Measurement and reporting

Day 2 Methods and tools in practice

- Strategic thinking and direction setting
- Leading teams and performance

Day 3 Diagnosis and problem solving

- Communication and influence
- Hands-on workshop on a workplace challenge

Day 4 Quality, safety and documentation

- Decision quality under uncertainty
- Common mistakes and how to avoid them

Day 5 Workshop, assessment and action plan

- Managing change and resistance
- Regional and international case studies

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Checklists and templates to take away

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Group discussion and peer review

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
15–19 Mar 2027	5-day online	Live online	Arabic	2,950
19–23 Apr 2027	5-day classroom	Barcelona	English	4,750
5–16 Sep 2027	10-day classroom	Kuwait City	Arabic	8,950
7–11 Nov 2027	5-day classroom	Doha	Arabic	4,750
2–13 Jul 2028	10-day classroom	Riyadh	Arabic	8,950
7–18 Aug 2028	10-day online	Live online	Arabic	5,450
4–8 Sep 2028	5-day classroom	Barcelona	English	4,750
17–21 Dec 2028	5-day classroom	Doha	Arabic	4,750
18–22 Jun 2029	5-day online	Live online	English	2,950

Dates	Format	City	Language	Fee (USD)
9–13 Jul 2029	5-day classroom	London	English	4,750
20–31 Aug 2029	10-day classroom	Abu Dhabi	English	8,950
9–13 Sep 2029	5-day classroom	Doha	English	4,750
11–22 Feb 2030	10-day online	Live online	English	5,450
1–5 Apr 2030	5-day classroom	Dubai	Arabic	4,750
3–7 Jun 2030	5-day classroom	Singapore	English	4,750
17–28 Nov 2030	10-day classroom	Riyadh	English	8,950

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/