

Negotiate to Win and Accelerate Your Career Growth



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Stop being overlooked. Start negotiating like a professional who knows their value. This intensive 2-day programme equips you with practical negotiation and influencing skills to help you handle difficult conversations, win better outcomes, build stronger credibility, and **accelerate your career growth**.

Master high-stakes conversations. Influence with confidence. Close better outcomes. — 100% HRDF Claimable.

Who Should Attend

Executives, managers, sales professionals, entrepreneurs, purchasers, and any professional who must influence decisions, align stakeholders, or secure better agreements.

Why Sign Up

Negotiation is a career-defining skill. Strengthen persuasion, reduce misunderstandings, manage conflict constructively, and create win-win outcomes in real workplace situations.

What You Will Learn

- 1

Negotiation Essentials
Process, stages, styles, and principles. Approach negotiations with a stronger structure.
- 2

Influencing Skills
The 6 Laws of Influencing applied ethically. Improve persuasion and negotiation impact.
- 3

Preparing to Win
Questioning, listening, and needs-identification. Negotiate from insight, not assumption.
- 4

Negotiating Environment
Concessions, body language, and internal, external, team, and telephone negotiations.
- 5

Good vs Great Negotiator
Strategies, difficult tactics, impasses, and pressure situations. Respond with greater control.

- Practical & Actionable**
Real-world tools for internal, supplier, client, and cross-functional negotiation.

Highly Interactive
Role-play, questioning drills, listening practice, discussion, and applied exercises.

Immediate Career Value
Use techniques right away to influence decisions and protect business outcomes.
- Leave with a clearer framework, sharper listening and questioning skills, stronger influence techniques, and better judgment — standing out as more credible, persuasive, and commercially valuable professionals.
- ✔ Ready to negotiate with greater confidence, influence, and impact? Enroll your team in this high-impact 2-day programme and turn everyday conversations into better outcomes.

Inhouse and public run options available. Contact us for pricing and scheduling. Pre-register to secure your seat today.

Contact us email azli.ismail@eliteindigo.com or WhatsApp 6012 705 5594 (Aisha) or visit www.kredenzaadigital.com/eliteindigoprogram