



Interpersonal Skills and Self Development

## Negotiation Skills for Project Managers

# Course Introduction

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## Negotiation Skills for Project Managers

**At Boost Consulting and Training**, our mission is to empower professionals with cutting-edge skills and knowledge. We envision a future where individuals and organizations thrive through continuous learning and development. This course aligns with our commitment to delivering high-quality, impactful training programs tailored specifically for project managers.

Negotiation Skills for Project Managers™ is designed to equip participants with the tools and techniques necessary to excel in negotiation scenarios unique to project management. In today's dynamic business environment, project managers must navigate complex negotiations with stakeholders, team members, vendors, and clients. Mastering these skills is critical for ensuring project success, meeting deadlines, and maintaining budgets.

This course covers key concepts such as stakeholder negotiation strategies, conflict resolution, effective communication, and risk management in project contexts. Participants will explore real-world applications of these skills through case studies, role-playing exercises, and interactive workshops. By the end of the program, participants will be able to confidently handle negotiations in various project management scenarios, from resource allocation to contract agreements.

**Our training methodology** emphasizes hands-on learning, with **30% theoretical content and 70% practical activities**. Each day includes practical exercises, group discussions, and real-world examples to reinforce learning. Participants will also engage in a final workshop to demonstrate their skills and receive personalized feedback.

By investing in this program, organizations and individuals can achieve measurable improvements in project outcomes, stakeholder satisfaction, and overall growth. Whether you're managing small-scale projects or leading large teams, this course will provide you with actionable insights to enhance your negotiation expertise and drive success.

## Target Audience

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- Project Managers handling cross-functional teams and complex projects.
- Program Managers overseeing multiple projects and portfolios.

- Team Leads responsible for resource allocation and task delegation.
- Procurement Specialists negotiating contracts and supplier agreements.
- Entrepreneurs managing internal and external project negotiations.

## Learning Objectives

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- Master stakeholder negotiation strategies to ensure alignment and project success.
- Develop effective communication techniques to build trust and resolve conflicts.
- Apply risk management principles to anticipate and mitigate negotiation challenges.
- Learn practical tactics for negotiating timelines, budgets, and deliverables.
- Enhance decision-making abilities by analyzing real-world project negotiation scenarios.

## Course Outline

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### • 01 Day One

#### **Foundations of Project Negotiation**

- Introduction to negotiation principles in project management.
- Understanding different negotiation styles (competitive vs. collaborative).
- Key elements of successful negotiations: preparation, communication, and closure.
- Role of emotional intelligence in building rapport with stakeholders.
- Case Study: Analyzing a real-world project negotiation scenario

### • 02 Day Two

#### **Stakeholder Engagement and Communication**

- Developing a negotiation strategy for stakeholder alignment.
- Effective questioning and active listening techniques.
- Handling objections and overcoming resistance from stakeholders.

- Bargaining tactics: when to concede and when to hold firm.
  - Practical Exercise: Simulating a stakeholder negotiation role-play.
- **03 Day Three**

#### **Risk Management and Conflict Resolution**

- Conflict resolution methods in high-stakes project negotiations.
- Anticipating and mitigating risks during negotiations.
- Negotiating with cross-functional teams: aligning objectives and managing dynamics.
- Closing strategies: securing agreements and ensuring follow-through.
- Workshop: Participants present their negotiation plans and receive feedback.

## **Confirmed Sessions**

FROM	TO	DURATION	FEES	LOCATION
April 21, 2025	April 23, 2025	3 days	3950.00 \$	England - London
May 5, 2025	May 7, 2025	3 days	3250.00 \$	UAE - Dubai
June 15, 2025	June 17, 2025	3 days	3250.00 \$	Bahrain - Manama
Oct. 6, 2025	Oct. 8, 2025	3 days	4950.00 \$	switzerland - Geneva