

INFLUENCE AND NEGOTIATION STRATEGIES PROGRAM



+966536834733



info@ramaqchools.com



www.ramaqchools.com



CONTENTS

- 1.Introduction to Influence and Negotiation Strategies
- 2.Why Choose RamaqChools?
- 3.Who Can Apply?
- 4.Program Overview
- 5.Objectives and Outcomes
- 6.Skills Learned
- 7.Program Outline
 - Module 1: Negotiation Theory
 - Module 2: Collaborative Approach
 - Module 3: Influence Strategies
 - Module 4: Dispute Resolution
 - Module 5: Ethical Approach
 - Elective Modules
- 8.Enrollment Information

Introduction to Influence and Negotiation Strategies

The Influence and Negotiation Strategies Program is a rigorous, highly interactive program that combines hands-on simulations with research-based discussions. Led by Stanford GSB faculty, this intensive in-person course focuses on enhancing your negotiation skills and influence strategies. The program covers topics such as negotiation theory, collaborative approaches, influence strategies, dispute resolution, and ethical negotiation.



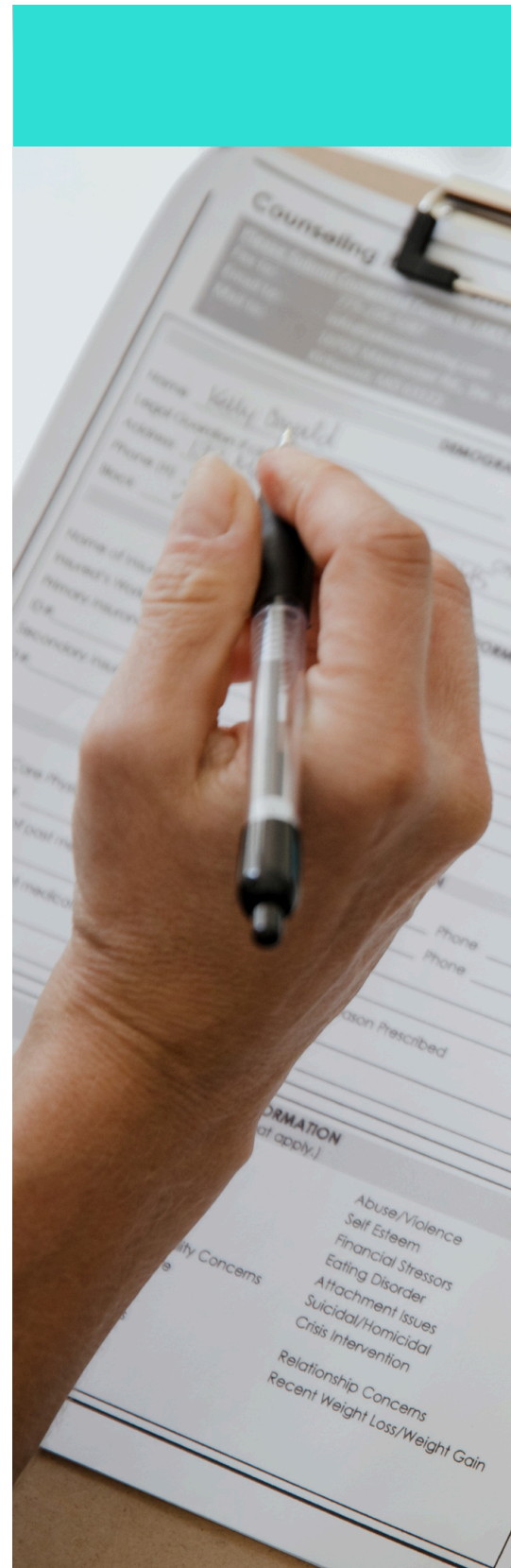
Why Choose Chools? 🏆

Numbers That Speak for Themselves:

- • **10,000+ Successful Alumni:** Join a network of impactful professionals.
- **95% Job Placement Rate:** Secure your future with Chools' proven track record.
- **20+ Years of Excellence:** Trust in a legacy of education and industry expertise.
- **200+ Industry Partnerships:** Leverage our connections for real-world insights and opportunities.

What Sets Us Apart?

- • **Expert Instructors:** Learn from industry veterans with hands-on experience.
- **Hybrid Learning Model:** Balance online flexibility with in-person engagement.
- **Comprehensive Curriculum:** Stay ahead with courses designed to meet market demands.
- **Community and Networking:** Be part of an active community of learners and professionals.



Who Can Apply?

Eligibility Criteria:

- No specific prerequisites or eligibility criteria.
- Recommended for early- and mid-career professionals, aspiring entrepreneurs, and nonprofit leaders.

Program Overview

The Influence and Negotiation Strategies Program provides a comprehensive education in negotiation and influence. Our curriculum covers a wide range of topics to ensure a thorough understanding, combining theoretical knowledge with practical, hands-on experience.

Learning Mode:

- **Hybrid Learning Model:** Combines online learning with in-person sessions for flexibility and interactive engagement.
- **Interactive Sessions:** Includes live webinars, workshops, and group discussions with expert instructors and peers.
- **Self-paced Learning:** Access course materials anytime, allowing you to learn at your own pace.

Curriculum Highlights:

- **Negotiation Theory:** Put theory into practice with hands-on simulations.
- **Collaborative Approach:** Shift from adversarial to collaborative negotiation techniques.
- **Influence Strategies:** Develop strategies for one-to-one, multiparty, and multi-issue negotiations.
- **Dispute Resolution:** Learn skills for resolving disputes when negotiations break down.
- **Ethical Approach:** Emphasize rational and ethical negotiation practices.

Professional Development:

- **Continuous Learning:** Stay updated with the latest trends in communication.
- **Networking Opportunities:** Connect with industry experts, peers, and a supportive community.
- **Ethical Considerations:** Learn best practices and industry standards.

By completing the Influence and Negotiation Strategies Program, you'll gain the skills, knowledge, and certification needed to excel in negotiation and influence, positioning yourself as a valuable asset to any organization.

Program Objectives

- Master negotiation theory and practice.
- Develop collaborative negotiation techniques.
- Enhance influence strategies for various negotiation scenarios.
- Learn dispute resolution skills.
- Emphasize ethical negotiation practices.
- Foster continuous learning and personal growth.
- Encourage teamwork and collaboration.
- Prepare for advanced roles in negotiation and influence.

Expected Outcomes

- Proficiency in negotiation principles and techniques.
- Practical experience through hands-on exercises.
- Strong analytical and problem-solving skills.
- Application of best practices in negotiation and influence.
- Innovation in developing negotiation strategies.

Skills Learned

- **Negotiation Theory:** Apply theory to practice with hands-on simulations.
- **Collaborative Approach:** Shift from adversarial to collaborative negotiation techniques.
- **Influence Strategies:** Develop strategies for one-to-one, multiparty, and multi-issue negotiations.
- **Dispute Resolution:** Learn skills for resolving disputes when negotiations break down.
- **Ethical Approach:** Emphasize rational and ethical negotiation practices.
- **Strategic Thinking:** Developing and implementing strategic negotiation initiatives.
- **Decision-Making:** Making informed decisions based on negotiation insights.
- **Communication Skills:** Enhancing communication and interpersonal skills.

Program Outline

Influence and Negotiation Strategies Program

MODULE 1: NEGOTIATION THEORY

1. Introduction to Negotiation Theory
 - Core principles and concepts.
2. Putting Theory into Practice
 - Strategies for applying negotiation theory.
3. Negotiation Theory Workshops
 - Hands-on workshops to practice negotiation theory techniques

Program Outline

Influence and Negotiation Strategies Program

MODULE 2: COLLABORATIVE APPROACH

1. Introduction to Collaborative Negotiation
 - Core principles and concepts of collaborative negotiation.
2. Shifting from Adversarial to Collaborative Negotiation
 - Techniques for collaborative negotiation.
3. Collaborative Negotiation Workshops
 - Hands-on workshops to practice collaborative negotiation techniques.

Program Outline

Influence and Negotiation Strategies Program

MODULE 3: INFLUENCE STRATEGIES

1. Introduction to Influence Strategies
 - Core principles and concepts of influence.
2. Developing Strategies for Various Negotiation Scenarios
 - Techniques for one-to-one, multiparty, and multi-issue negotiations.
3. Influence Workshops
 - Hands-on workshops to practice influence strategies.

Program Outline

Influence and Negotiation Strategies Program

MODULE 4: DISPUTE RESOLUTION

1. Introduction to Dispute Resolution
 - Core principles and concepts of dispute resolution.
2. Skills for Resolving Disputes When Negotiations Break Down
 - Techniques for dispute resolution.
3. Dispute Resolution Workshops
 - Hands-on workshops to practice dispute resolution techniques.

Program Outline

Influence and Negotiation Strategies Program

MODULE 5: ETHICAL APPROACH

1. Introduction to Ethical Negotiation
 - Core principles and concepts of ethical negotiation.
2. Emphasizing Rational and Ethical Negotiation Practices
 - Strategies for ethical negotiation.
3. Ethical Negotiation Workshops
 - Hands-on workshops to practice ethical negotiation techniques.

Elective Modules

1. Data-Driven Decision Making in Negotiation

- Techniques for making decisions based on data and insights.

2. Risk Management in Negotiation

- Strategies for identifying and managing risks in negotiation.

3. Behavioral Decision Making in Negotiation

- Understanding human behavior in negotiation processes.

4. Ethical Leadership in Negotiation

- Ensuring ethical standards in negotiation practices.

5. Collaborative Leadership in Negotiation

- Techniques for effective collaboration in negotiation.

6. Conflict Resolution in Negotiation Settings

- Managing and resolving conflicts in negotiation scenarios.



Enrollment Now Open! 🌟

Take the first step towards mastering negotiation and influence strategies. Enroll in our Influence and Negotiation Strategies Program and enhance your career with RamaqChools.

Contact Us:

 www.ramaqchools.com

 info@ramaqchools.com

 +966536834733

Unlock the Power of DEI with Chools! 🚀