

Negotiation, Persuasion and Stakeholder Management

30 Nov - 04 Dec 2026

Barcelona - Eixample district four-star

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Ref.: 1030_365 **Date:** 30 Nov - 04 Dec 2026 **Location:** Barcelona - Eixample district four-star
Fees: 18750 **SAR**

This five-day programme builds negotiation and influence capability for complex multi-party settings. Curriculum covers interest-based negotiation, preparation and BATNA analysis, value creation before value claiming, influence without authority, stakeholder mapping and engagement strategy, coalition building, and managing agreements through to implementation.

Training Course Categories

Customer Experience & Service Excellence (CX)	Digital & Data Transformation
Environment, Sustainability & ESG	Executive Skills & Corporate Communication
Governance, Risk & Compliance (GRC)	Human Capital Development & Future Skills (HCDP)
Innovation & Corporate Entrepreneurship	Leadership & Organisational Change
Organisational & Operational Excellence	Partnership Building & Third Sector Engagement
Performance Management & Impact Measurement (OKRs/KPIs)	Project, Programme & Portfolio Management (PPM) & PMO

Training Cities

Amsterdam

Netherlands

Barcelona

Spain

Dammam

Saudi Arabia

Dubai

United Arab Emirates

Jeddah

Saudi Arabia

London

United Kingdom

Paris

France

Riyadh

Saudi Arabia