

Negotiation & Conflict Resolution Skills



May 13 & 14, 2025



NIBAF, Islamabad

Program Overview

The factor which dominates as an ingredient for commercial success is relationship management. This is based on developing good communication skills as well as a strong understanding of negotiation theory and practice. Negotiation takes place at all stages of a relationship but becomes particularly crucial when views differ and the parties are required to come together to align views. Negotiation is persuasive communication. In today's dynamic business landscape, negotiation skills are indispensable for success. Whether it's closing a deal, resolving conflicts, or fostering productive relationships, effective negotiation is the cornerstone of achievement. This comprehensive workshop equips participants with the essential tools, strategies, and frameworks to navigate diverse negotiation scenarios with confidence and finesse.

Learning Outcomes

- Managing conflict situations effectively
- Enhancing communication skills and techniques
- Understanding negotiation drivers
- Linking negotiation strategy and personal style
- Understanding legal options in conflict resolution



Topics Covered

- Persuasive communication
- Good and bad communication
- Having a difficult conversation
- The impact of an unresolved dispute
- Different frameworks in theory including (a) the Harvard Negotiation Model, (b) Radpac model. (c) SCARP model.
- Understanding negotiation strategy: The why and the how.
- Using negotiation skill: Getting to Yes
- Legal alternatives to conflict resolution i.e (a) Litigation (b) Arbitration (c) Mediation
- Tools for communication
- The TKI framework
- Different stages of a disagreement
- Negotiating for success



30,000+
Participants Trained



16,000+
Training since 2009



225+
Companies



80+
Trainers

Who should attend?

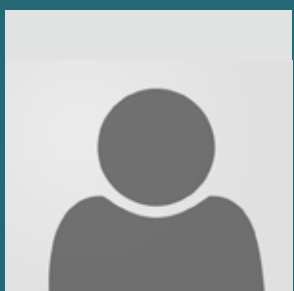
Business managers, supply chain professionals, procurement experts, and HR managers are pivotal leaders in organizations. They strategize, optimize resources, source efficiently, and nurture talent. Their dynamic leadership fosters growth, operational excellence, and a thriving work environment, ensuring the success and sustainability of the business.

Investment

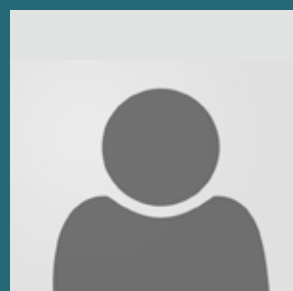
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Trainers



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TBD

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