



Negotiation Skills: Advanced Level

Leadership & Management

QGT-LEA-129 | Advanced | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation Skills: Advanced Level is an advanced programme for experienced practitioners in Negotiation Skills. It covers the principles, the requirements of leading management research and international best practice, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Negotiation Skills
- Apply the relevant requirements of leading management research and international best practice
- Apply advanced analysis methods to real operating data
- Recognise common problems, risks and root causes and choose the right corrective action
- Prepare an improvement plan for their own site or organisation

Who should attend

Designed for executives, managers, team leaders and high-potential staff with at least three years of experience.

Course outline (5 days)

Day 1: Core principles revisited

Fast review and recent changes in leading management research and international best practice

Day 2: Advanced analysis methods

Detailed techniques, data interpretation and calculations

Day 3: Design and performance optimisation

Improving reliability, efficiency and cost

Day 4: Troubleshooting complex cases

Diagnosing multi-cause problems from field data

Day 5: Risk, decisions and integration

Building a risk-based plan and presenting recommendations

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
1–12 Mar 2027	Houston	Classroom	10 days	\$9,900
12–16 Apr 2027	Vienna	Classroom	5 days	\$5,500
18–29 Apr 2027	Amman	Classroom	10 days	\$9,900
25–29 Apr 2027	Kuwait City	Classroom	5 days	\$5,500
8–19 Nov 2027	Online (live)	Online (live)	10 days	\$5,500
24 Jul – 4 Aug 2028	Marrakech	Classroom	10 days	\$9,900
25–29 Sep 2028	Munich	Classroom	5 days	\$5,500
1–12 Oct 2028	Erbil	Classroom	10 days	\$9,900
29 Oct – 2 Nov 2028	Kuwait City	Classroom	5 days	\$5,500
20 Nov – 1 Dec 2028	Online (live)	Online (live)	10 days	\$5,500
29 Jan – 9 Feb 2029	Dublin	Classroom	10 days	\$9,900
4–8 Mar 2029	Alexandria	Classroom	5 days	\$5,500
14–25 May 2029	Houston	Classroom	10 days	\$9,900
28 May – 1 Jun 2029	Sharjah	Classroom	5 days	\$5,500
15–26 Oct 2029	Online (live)	Online (live)	10 days	\$5,500
21 Apr – 2 May 2030	Doha	Classroom	10 days	\$9,900
19–23 May 2030	Dammam	Classroom	5 days	\$5,500
30 Jun – 11 Jul 2030	Al Khobar	Classroom	10 days	\$9,900
5–9 Aug 2030	Geneva	Classroom	5 days	\$5,500
2–13 Dec 2030	Online (live)	Online (live)	10 days	\$5,500

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/negotiation-skills-advanced-level/>

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