

Business Negotiations

SOA: Business Negotiation

Description

In today's business world and to those who negotiate, relying on data to inform and power the decision we make, it's crucial for us to strike the balance between data usage and the soft negotiation skills to ensure we get the result we want. The better negotiation skill would give us the confidence to interact better with our stakeholders where emotion, luck and magic have no place in a successful negotiation.

Who is this Course For?

The audience is supervisory staff with leadership responsibilities, relevant for all sectors.

Course Objectives

By the end of this course, learners will be able to:

- Identify negotiation outcomes as per our organisation's desired position
- Explain roles and responsibilities to all involved in the negotiation process
- Prepare ourselves while keeping in mind the other parties' position
- Apply socio-culturally sensitive interpersonal skills and negotiation techniques
- Document the minutes of the negotiation for evaluation

Course Duration

16 Hours

Course Reference No.

TGS-2026065304

Mode of Training

Classroom

Funding Validity

Till 18 Aug 2026

Full Fee \$450

(Subject to 9% GST)

Pricing	Funding	Nett Fee (After GST)
SME OR SINGAPOREAN AGE 40 AND ABOVE	70%	\$175.50
NON-SME OR SINGAPOREAN AGE 21 TO 39 OR PR	50%	\$265.50
Subsidies available: SFC, SFEC, PSEA		

As pre-requisites may differ by course, we strongly encourage you to review the details and contact us for any clarification.



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Course Content

Learning Unit 1: Understanding Business Negotiation?

- What is Business Negotiation?
- Why Business Negotiation is Important?
- Areas of Negotiation and its objectives

Learning Unit 2: My Role in Negotiation

- Individual roles and accountabilities to achieve organization's objectives.
- Parties involved in the negotiation and what are each stakeholder's objectives in the negotiation.
- Aware of the other parties' objectives and position.

Learning Unit 3: Are We Ready for Negotiation?

- Prepare for negotiation
- Formulate gameplan and tactics
- Examine the negotiation process in light of own's position
- Rehearse strategies, styles and goals of negotiation

Learning Unit 4: We Could Offer You....

- Get your social-cultural norms right that may affect negotiation
- Using technology and communication skills to hone our negotiation style

Learning Unit 5: Document Negotiations

- Write reports, including comprehensive details of the negotiation, the parties involved, discussions with all parties and the management
- Monitor and review agreed actions of the negotiation
- Keep parties informed of the outcomes of the negotiation

