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Dear professional,

19/04/2025

Mastering Executive Negotiation Techniques

| Start Date | End Date | Venue | CPD | Cost (Excl. VAT)PP | Registration Link |
|------------|------------|----------------|-----|--------------------|-------------------------------|
| 16-06-2025 | 20-06-2025 | PrideInn Nyali | 6 | 65,000.00 | Register Here |

Course Overview

In the high-stakes world of business and leadership, negotiation is a critical skill that can shape relationships, close deals, and resolve conflicts. This course is designed to transform participants into confident and strategic negotiators, capable of navigating complex scenarios and achieving favorable outcomes. By exploring negotiation psychology, advanced tactics, and win-win strategies, participants will master the art of influencing, resolving impasses, and maintaining professional relationships that drive long-term success.

Course Objectives

The objective of the **Mastering Executive Negotiation Techniques** training is to;

- Understand the dynamics and psychology of negotiation.
- Develop advanced strategies to tackle high-pressure negotiations.
- Resolve disputes and find common ground in challenging scenarios.
- Leverage emotional intelligence to build trust and influence outcomes.
- Design and execute win-win solutions aligned with organizational goals.

Target Groups

This training is suitable to a wide range of professionals but will greatly benefit;

- HR Professionals
- Corporate Executives
- Business Leaders
- Negotiation Specialists
- Strategic Decision-Makers

CHRP. Den PN Gathitu

Secretary General

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