2-Day Corporate Training

Skill-Lyft

# Advanced Negotiations & Conflict Resolution

High-stakes negotiations involve pressure, power dynamics, competing interests and difficult personalities. Without the right approach, disagreements can quickly develop into costly conflict. This practical course equips experienced professionals with advanced strategies to prepare, influence outcomes, manage difficult conversations and resolve disputes effectively. Through behavioural insights, strategic frameworks and realistic simulations, participants learn to overcome deadlocks, protect business relationships and design sustainable settlements.

## What You Will Learn

- Apply advanced negotiation principles in high-stakes situations.
- Build strategic negotiation plans using structured preparation tools.
- Understand behavioural dynamics, power and stakeholder interests.
- Manage difficult personalities, hidden agendas and pressure.
- Diagnose disputes and overcome negotiation deadlocks.
- De-escalate conflict while protecting business relationships.
- Structure durable, trust-based business settlements.

## Who Should Attend

- Senior Managers & Department Heads
- Project & Programme Leaders
- Business Development Leaders
- Sales & Procurement Professionals
- Strategy & Gov. Affairs Professionals
- Corporate Lawyers & Contract Managers
- HR Business Partners & Change Agents
- Professionals managing negotiations, stakeholders or disputes

## Lead Trainer



**Colin Millward**

Colin Millward brings over 36 years of experience leading projects across Europe, the United States and APAC. He has delivered management consulting for businesses, corporations and governments. Colin holds an MBA and professional credentials including PMP, CRP, CSM and A-CSPO. He is also a PMI-certified PMP trainer and Principal Mediator with the Singapore Mediation Centre, bringing practical expertise in negotiation, mediation, stakeholder management and conflict resolution.

## Focus Areas

1. **High-Stakes Negotiation Strategy**
2. **Advanced Preparation & Planning**
3. **Power & Behavioural Dynamics**
4. **Conflict Diagnosis & De-Escalation**
5. **Managing Difficult Stakeholders**
6. **Sustainable Business Settlements**

✓ AVAILABLE FOR IN HOUSE TRAINING ✓ HRD CORP CLAIMABLE ✓ CUSTOMISABLE

**INTERESTED IN TRAINING YOUR TEAM?**
Contact us at hello@skill-lyft.com or +60 11-3613 4122 to request a detailed proposal.