Negotiation Communication and Written Deal Correspondence

Corporate Communications

Course Overview

Negotiation Communication and Written Deal Correspondence: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and...

What You Will Achieve

- Explain the core principles and current good practice in Negotiation Communication and Written Deal Correspondence
- Apply practical tools and techniques for Negotiation Communication and Written Deal Correspondence in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Negotiation Communication and Written Deal Correspondence in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Setting the scene: Negotiation Communication and Written Deal Correspondence in today's organisation
2. Key concepts and the language of Negotiation Communication and Written Deal Correspondence
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Negotiation Communication and Written Deal Correspondence with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
16 to 20 Nov 2026	Lusaka	**$1,650**
23 to 27 Nov 2026	Maputo	**$1,550**
30 Nov to 4 Dec 2026	Johannesburg	**$1,650**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.