Negotiation Excellence and Influence for Project Professionals

Oil and Gas

Course Overview

Negotiation Excellence and Influence for Project Professionals: a 5-day professional training course from LTC Consultants, delivered in-classroom across...

What You Will Achieve

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

Who Should Attend

Project managers, project engineers, planners, PMO staff and team members involved in delivering projects of any size.

Course Outline

1. Foundations of Negotiation Excellence and Influence for Project Professionals: principles, terminology and context
2. The business case: why Negotiation Excellence and Influence for Project Professionals matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Kigali	**$1,650**
16 to 20 Nov 2026	Cape Town	**$1,395**
23 to 27 Nov 2026	Lusaka	**$1,650**

7 to 11 Dec 2026	Maputo	**$1,550**

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