Advanced Communication for Negotiation Program

Elevate your negotiation outcomes with advanced communication strategies

Designed for experienced professionals, this program refines negotiation skills, focusing on communication tactics, behavioral adaptation, and building long-term relationships.

Participants learn to understand and improve communication styles by leveraging DISC and transactional analysis, enabling more effective and tailored negotiation approaches.

About the Advanced Negotiation Course

Training is a one-month program consisting of:

- 2 live on-line modules focusing on applying key concepts to real world negotiations
- On-demand videos reviewing critical concepts
- Take away implementation tools to avoid behavioral pitfalls, maintain composure during negotiations, and run productive meetings
- Skills taught build on negotiation fundamentals, focusing on proven techniques to adjust behavioral patterns to achieve negotiation goals
- Behavioral style assessment to understand your natural communication style and negotiate more effectively

Course Workbook

Course workbook includes quick reference guides with practical tips including:

- Avoiding behavioral pitfalls
- Maintaining composure
- Guide to more productive negotiations

Cost and Session Timing

Early Registration Rate is $799 (USD) and Standard Rate is $899 (USD).

	December
Advanced Communication for Negotiation	**9-11 am EST (ACCELERATED) ***
Early Bird Ends	*10/9/2026*
Module 1 Live	**Tuesday, December 8, 2026**
Module 2 Live	**Thursday, December 10, 2026**
Deadline to complete	*1/10/2027*

** Live virtual classes in 1 week*

Acquired Skillsets

After attending this course, attendees will be able to:

- Foster more productive communications for better negotiation outcomes
- Direct negotiations without coming off as pushy
- Create a positive meeting atmosphere while achieving negotiation goals
- Recognize and counteract manipulative tactics
- Maintain composure when dealing with difficult counterparties
- Understand how their natural communication style helps and hurts them in negotiations
- Recognize and adjust to the behavioral style of others to achieve mutually agreeable solutions faster

About the Trainer

Mike Wynn is Vice President of Advanced Purchasing Dynamics (APD), a firm established in 2004 and committed to helping manufacturers create competitive advantage through the application of knowledge-based cost management and negotiations.

Wynn has thirty years of experience in manufacturing consulting and training, leading projects for companies such as Caterpillar, American Standard, Corning, North American Lighting, Nexteer, and Eaton.

Click Here to Register

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