



PROFESSIONAL DEVELOPMENT FOR WOMEN

Negotiation and Influence Skills for Women Professionals

3 day course

Classroom, online or in-house

Course overview

Negotiation advice frequently tells women to ask more assertively while ignoring evidence that the same behaviour is received differently, which leaves the person doing everything right and still losing ground. This course works with that reality rather than around it. Delegates work through preparation as the part that decides most outcomes: interests, alternatives, and the walk away point set before the conversation. Framing an ask so it is heard as reasonable is covered, including negotiating on behalf of a team or a function. Salary and terms negotiation is addressed directly, including what may be asked when the number is fixed. Handling pressure, silence and the counterpart who will not move follows. Influence without authority is covered. Building a reputation as someone who negotiates well rather than difficultly is addressed. The course closes on long term relationships and repeated negotiations.

What you will learn

- Prepare interests, alternatives and a walk away point in advance
- Frame an ask so it is received as reasonable
- Negotiate on behalf of a team or function
- Negotiate salary and terms, including when the number is fixed
- Handle pressure, silence and an immovable counterpart
- Influence where you hold no authority
- Build a negotiating reputation that survives repeated dealings

Who should attend

- Women preparing for salary, promotion, or contract negotiations
- Procurement, sales, and business development professionals
- Project and programme managers negotiating scope, budget, and resources
- Women moving into roles requiring regular vendor or partner negotiation
- Professionals who want a structured alternative to instinctive negotiating

Course outline

- 01 Doing it right and still losing ground
- 02 Preparation decides the outcome
- 03 Interests, alternatives and walk away
- 04 Framing the ask
- 05 Negotiating for a team
- 06 Salary, terms and fixed numbers
- 07 Pressure, silence and immovable counterparts
- 08 Influence without authority and repeated negotiations

Upcoming dates



Dates	Venue	Format	Fee per delegate
28 to 30 September 2026	Port Louis, Mauritius	Classroom	USD 995
5 to 7 October 2026	Kigali, Rwanda	Classroom	USD 995
9 to 11 November 2026	Maputo, Mozambique	Classroom	USD 995
9 to 11 December 2026	Online	Online	R6,500

Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afiscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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