



PROJECT AND CONTRACT MANAGEMENT

Negotiation Skills for Commercial and Contract Teams

5 day course

Classroom, online or in-house

Course overview

Commercial negotiation is mostly preparation, and the party that has done more of it usually wins regardless of who is more persuasive in the room. This course concentrates there. Delegates work through interests against positions, establishing a best alternative and knowing the point at which walking away is correct, and building a negotiation plan with defined variables and trade rates. Tactics are covered from both sides, including how to recognise and neutralise the common ones. The course addresses negotiating with a party you will depend on afterwards, multi party and cross cultural negotiation, and closes on recording what was agreed before memories diverge.

What you will learn

- Separate interests from stated positions
- Establish your best alternative and the point of walking away
- Build a negotiation plan with variables and trade rates
- Recognise and neutralise common tactics
- Negotiate with a counterparty you will depend on afterwards
- Handle multi party and cross cultural negotiations
- Record the agreement before memories diverge

Who should attend

- Contract and commercial managers
- Procurement and sourcing professionals
- Project managers negotiating variations
- Sales and business development staff
- Legal and claims professionals

Course outline

- 01 Why preparation decides most negotiations
- 02 Interests, positions and the underlying need
- 03 Best alternative and the walk away point
- 04 Planning variables and trade rates
- 05 Tactics and how to neutralise them
- 06 Negotiating with a continuing counterparty
- 07 Multi party and cross cultural negotiation
- 08 Closing and recording the agreement

Upcoming dates

Dates	Venue	Format	Fee per delegate
26 to 30 October 2026	Dar es Salaam, Tanzania	Classroom	USD 1,325
2 to 6 November 2026	Online	Online	R8,500
21 to 25 December 2026	Johannesburg, South Africa	Classroom	R19,950

Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** 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@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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