

NEGOTIATION EXCELLENCE AND INFLUENCE FOR PROJECT PROFESSIONALS



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TRAINING CENTER



Introduction

Project professionals rarely hold the authority their responsibilities require. They depend on sponsors, functional managers, suppliers, and end users who all have their own priorities. This Negotiation Excellence and Influence for Project Professionals Training Course builds the ability to secure resources, buy-in, and cooperation without direct control. Learners study PMBOK-based stakeholder engagement, interest-based negotiation, and the Harvard Principled Negotiation method. Furthermore, the course covers influence mapping, persuasive business cases, and supplier and contract negotiation. As a result, participants win support for their projects, protect scope and schedule, and build credibility with every stakeholder group.

Negotiation Excellence and Influence for Project Professionals Course Objectives

- Build stakeholder engagement plans using the PMBOK stakeholder engagement matrix.
- Prepare negotiations with the Harvard Principled Negotiation framework.
- Define BATNA, WATNA, and reservation points for resource and contract talks.
- Apply the ThomasKilmann five conflict modes to project disputes.
- Construct persuasive business cases using the Minto Pyramid Principle.
- Influence sponsors and executives with clear, evidence-based recommendations.
- Negotiate scope, schedule, and resource trade-offs without losing project integrity.
- Map influence and build coalitions using stakeholder analysis grids.
- Handle supplier and vendor negotiation with objective criteria and value trading.
- Confirm agreements with documented commitments, owners, and review dates.



Course Methodology

This course combines short lectures with project-specific simulation. Participants negotiate live scenarios drawn from their own programmes, secure simulated resource commitments, and pitch business cases to a panel. Trainers use case studies, recorded practice, and coached debriefs. Group discussion examines what moved each decision. In addition, participants build a negotiation and influence plan for a live project.

Who Should Take This Course

- Project managers and programme managers
- PMO staff and project coordinators
- Business analysts securing requirements and sign-off
- Technical leads negotiating resources and timelines
- Procurement staff handling project contracts
- Change managers needing stakeholder buy-in
- Consultants managing multi-party project engagements

Negotiation Excellence and Influence for Project Professionals Course Outlines

Day 1: Foundations of Project Negotiation

- Why project authority is limited and influence is essential
- Distributive versus integrative negotiation in project settings
- The Harvard Principled Negotiation framework
- Positions versus interests: scope, budget, and schedule

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- BATNA, WATNA, and reservation points for project talks
- Objective criteria for resource and timeline disputes
- Personal negotiation style assessment

Day 2: Stakeholder Influence and Engagement

- The PMBOK stakeholder engagement matrix
- Power/Interest Grid and the Salience Model for projects
- Influence mapping and coalition building
- Engaging sponsors and steering committees effectively
- Building credibility through reporting discipline
- Influence without authority: tactics and ethical limits
- Influence planning workshop for a live project

Day 3: Persuasive Business Cases and Communication

- The Minto Pyramid Principle for business cases
- Costbenefit framing, options analysis, and recommendation logic
- The "whatso whatnow what" model for executive briefings
- Storytelling for project updates and lessons learned
- Handling challenging questions from senior stakeholders
- RACI and governance clarity to reduce friction
- Business case pitch with panel feedback

Day 4: Resource, Scope, and Contract Negotiation

- Negotiating resources with functional managers
- Scope negotiation and change control conversations



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- Schedule compression, fast tracking, and trade-off logic
- Supplier and vendor negotiation using objective criteria
- Managing hardball tactics and pressure moves
- Concession strategy and value trading in projects
- Negotiation simulation with structured debrief

Day 5: Conflict, Agreement, and Sustained Influence

- Applying the ThomasKilmann conflict modes to project disputes
- Mediating between competing workstreams
- Escalation: when, how, and with what evidence
- Documenting agreements with owners and review dates
- Building long-term stakeholder relationships
- Personal influence and negotiation plan
- Final assessed negotiation and action plan

Conclusion

By successfully completing Negotiation Excellence and Influence for Project Professionals, participants will gain a practical understanding of how to secure resources, agreement, and support in environments where formal authority is limited. They will be able to prepare negotiations systematically, construct persuasive business cases, manage project conflict, and hold suppliers to fair terms. In addition, they will know how to sustain influence across the project lifecycle. Gentex Training Center designed this course so that learners return to their projects with tools they can apply immediately.





FAQs

Q1 What is the "Negotiation Excellence and Influence for Project Professionals" course about?

It develops the negotiation and influence skills that project work demands when authority is limited. Participants cover stakeholder engagement, interest-based negotiation, business case preparation, resource and supplier negotiation, and project conflict management through simulated practice.

Q2 What are the key benefits of the "Negotiation Excellence and Influence for Project Professionals" course?

Participants secure resources and buy-in faster, reduce scope and schedule losses, and win executive approval for their business cases. They also handle project conflict more calmly, negotiate better supplier terms, and build stakeholder trust that carries into future projects.

Q3 What skills will I gain from the "Negotiation Excellence and Influence for Project Professionals" course?

You will gain stakeholder engagement and influence planning, negotiation preparation and strategy, persuasive business case development, and project conflict management and agreement documentation. These four skills combine to strengthen delivery in authority-limited settings.



Q4 What tools, methods, or standards are covered in the "Negotiation Excellence and Influence for Project Professionals" course?

The course covers the PMBOK stakeholder engagement matrix, the Power/Interest Grid, the Salience Model, the Harvard Principled Negotiation framework, BATNA and WATNA analysis, the ThomasKilmann conflict modes, the Minto Pyramid Principle, and RACI governance charts.

Q5 How is the "Negotiation Excellence and Influence for Project Professionals" course applied in real-world practice?

Professionals apply it when securing resources, presenting business cases to steering committees, negotiating change requests, managing supplier contracts, and resolving tension between workstreams. The methods transfer to any project where delivery depends on people outside the manager's direct control.