



London TDM

# Legal and Contracts Management Training Courses

**Course Venue:** Malaysia - Kuala Lumpur

**Course Date:** From 14 June 2026 To 18 June 2026

**Course Place:** Royale Chulan Hotel

**Course Fees:** 6,000 USD

## Introduction

In today's dynamic business environment, effective contract negotiation is crucial for securing beneficial agreements and fostering lasting relationships. This 5-day professional course is designed to equip participants with the essential strategies and techniques needed to achieve successful outcomes in contract negotiations. Through a combination of theoretical knowledge and practical exercises, participants will enhance their negotiation skills and build confidence in managing complex contractual discussions.

- Understand the key components of contract negotiation.
- Develop strategic approaches to enhance negotiation outcomes.
- Improve communication skills for effective negotiation.
- Learn techniques for handling challenging negotiation scenarios.
- Apply negotiation strategies through practical exercises and role-plays.

## Course Outlines

### Day 1: Fundamentals of Contract Negotiation

- Introduction to Contract Negotiation
- Key Phases of the Negotiation Process
- Identifying Interests and Goals of Stakeholders
- Essential Skills for Effective Negotiation
- Case Studies: Successful Contract Negotiations

### Day 2: Strategic Planning and Preparation

- Conducting Thorough Research and Analysis
- Understanding Legal and Financial Aspects
- Setting Objectives and Prioritizing Interests
- Developing a Negotiation Strategy
- Creating a Strong BATNA (Best Alternative to a Negotiated Agreement)

### Day 3: Communication and Persuasion Techniques

- Effective Communication Skills in Negotiation
- Active Listening and Building Rapport
- Using Persuasion Techniques to Influence Outcomes
- Managing Conflict and Handling Objections
- Practical Exercise: Role-Playing Negotiation Scenarios

### Day 4: Advanced Negotiation Tactics

- Exploring Competitive and Collaborative Styles
- Using Psychological Tools in Negotiation
- Navigating Cross-Cultural Negotiations
- Dealing with Difficult Counterparts
- Case Analysis: Complex Negotiation Situations

## **Day 5: Implementation and Post-Negotiation Strategies**

- Drafting and Reviewing Contract Agreements
- Ensuring Compliance with Contractual Obligations
- Managing Changes and Amendments to Contracts
- Building Long-Term Partnerships
- Course Review and Feedback Session