



OTTAWA EDUCATION GROUP

Negotiation as a Superpower

Empower Your Business. Upskill Your Workforce.

In business, everyone negotiates (e.g. contracts, deals, disputes) but few are trained, leaving most at the mercy of true pros. Master negotiation skills to close deals, solve conflicts, and adapt to any scenario—because context and flexibility will always prevail over "one-size-fits-all" paradigms.



Learning Outcomes for Participants:

1. **Master** the core principles and soft skills of negotiation.
2. **Apply** the “art” and “science” of negotiation to resolve conflict and build value.
3. **Identify** context and emotional cues to tailor strategies for every negotiation.
4. **Reject** “one-size-fits-all” for customized, real-world, relationship-driven solutions.



Class size is minimum 6 participants (in-person or virtual). Graduates receive an OEG Certificate of Completion and a LinkedIn badge.





Core Workshop Mastering Contextual Negotiations: Practical Strategies for Transforming your Negotiations into a Business Superpower

Ask us about grants and funding options
now available for eligible small businesses!

Program Details

Session 1 - Negotiation: Why Context Is Key

- + Discover how to optimize outcomes in any context
- + Learn the secret to successful, stress-free negotiations
- + Identify the essential soft skills to adapt your strategy

Session 2 - Choosing the Right Framework

- + Learn why "One-Size-Fits-All" doesn't work
- + Compare 7 proven negotiation frameworks
- + Develop the confidence to know when to use or combine each

Session 3 - The “Art of Negotiation”: The Human-Centred Advantage

- + Communicate clearly, listen actively, and adapt your approach in real time
- + Stay composed and assertive in high-pressure or conflict-driven conversations
- + Build trust, read the room, and use feedback to reach lasting outcomes

Session 4 - From Theory to Practice: Closing the Loop

- + Spot trouble early and learn to pivot in real time
- + Navigate tough negotiation moments
- + Reflect on your “Aha!” moments and key takeaways

**OEG futureproofs businesses to navigate real-world
challenges and opportunities. Upskill today!**

Visit www.ottawa.education or scan the QR Code

Email: info@ottawa.education Phone: +1 613-861-8881
1525 Princess Patricia Way, Ottawa, Ontario K1S 3W7 Canada

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skill levels.

