

NEUROVERSE GLOBAL

Sales Negotiation & Closing Techniques

Excellence Program

A 5-Day Intensive Executive Training Program

Training Course Code: NV-TR-11-009

Prepared for: [Client Organization]

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Executive Summary

In today’s competitive sales environment, the ability to negotiate effectively and close deals successfully is a critical capability for achieving revenue growth and building long-term client relationships. The NeuroVerse Global **Sales Negotiation & Closing Techniques Excellence Program** is a comprehensive 5-day executive training designed to equip sales professionals and business leaders with advanced negotiation strategies and proven closing techniques. This program focuses on developing persuasive communication skills, understanding buyer psychology, and applying structured negotiation frameworks to achieve mutually beneficial outcomes. Participants will explore modern negotiation strategies used by top-performing sales organizations and learn how to navigate complex sales discussions with confidence. Through practical simulations, case studies, and interactive exercises, participants will strengthen their ability to handle objections, build trust with clients, and close high-value deals effectively

Program Element	Details
Duration	5 Days (40 Hours)
Target Audience	C-Suite Executives, Senior Leaders, Strategy Professionals
Delivery Options	5★ Hotel Traveling (Global Centers) Training Institute Onsite at Your Location Virtual Live Hybrid
Certification	yes
Class Size	Optimum number of participants for highest interaction and engagement

We provide flexible and premium delivery formats tailored to your strategic priorities:

- **5★ Hotel Experience:** Executive retreat setting combining strategic learning, executive networking, and high-level team in luxury venues (e.g., Amman, Dead Sea, Aqaba).
- **Traveling (Global Centers):** Delivered at world-class international locations such as London, Istanbul, Dubai, Singapore, Georgia, or select European hubs, offering premium facilities and global networking opportunities.
- **Training Institute:** Hosted at leading accredited institutes equipped with advanced learning technologies and innovation-driven environments.
- **Onsite at Your Location:** Conducted at your corporate headquarters for a fully customized, confidential, and organization-focused experience.
- **Virtual Live:** High-definition, interactive online sessions with digital collaboration tools ideal for distributed leadership teams.
- **Hybrid Model:** A strategic blend of in-person engagement and synchronized virtual participation to maximize flexibility and international reach.

Curriculum Structure

The **Sales Negotiation & Closing Techniques Excellence Program** is structured as a **5-day executive learning journey**, designed to enhance negotiation capabilities and empower participants to achieve successful sales outcomes in competitive business environments.

Day 1: Foundations of Sales Negotiation

Theme: Understanding the Negotiation Process

Module	Key Activities
Introduction to Sales Negotiation	Principles and stages of negotiation
Buyer Psychology	Understanding customer motivations and decision factors
Negotiation Styles	Identifying and adapting negotiation approaches
Communication Skills	Persuasive communication and active listening

Day 2: Strategic Negotiation Planning

Theme: Preparing for Successful Negotiations

Module	Key Activities
Negotiation Preparation	Setting objectives and defining negotiation strategy
Value-Based Selling	Aligning solutions with customer needs
Stakeholder Analysis	Identifying decision-makers and influencers
Negotiation Strategy Workshop	Planning negotiation scenarios and strategies

Day 3: Advanced Negotiation Techniques

Theme: Managing Complex Sales Negotiations

Module	Key Activities
Persuasion & Influence	Applying psychological influence techniques
Handling Objections	Addressing customer concerns effectively
Managing Difficult Negotiations	Resolving conflicts and maintaining relationships
Negotiation Simulation	Real-world negotiation role-play exercises

Day 4: Closing Techniques & Deal Structuring

Theme: Successfully Closing Sales Opportunities

Module	Key Activities
Closing Strategies	Proven sales closing techniques
Deal Structuring	Structuring agreements that create value
Managing Final Negotiation Stages	Overcoming last-minute objections
Post-Negotiation Relationship Building	Maintaining long-term client partnerships

Day 5: Strategic Sales Negotiation & Future Trends

Theme: Negotiation Excellence in the Modern Sales Environment

Module	Key Activities
Digital Negotiation Tools	Leveraging technology in sales negotiations
Cross-Cultural Negotiation	Managing negotiations in global markets
Strategic Account Negotiation	Negotiating with key clients and long-term partners
Capstone & Certification	Sales negotiation presentations and certification

Delivery Options

NeuroVerse Global offers unparalleled flexibility in program delivery, ensuring that world-class strategic education is accessible regardless of location or logistical constraints. Choose the format that best suits your organizational needs:

Format	Description	Best For
Executive Retreat ***** 5* Hotel	Multi-day experience at luxury venues in hotels 5* combining learning with strategic planning and team activities. Amman, Dead Sea, Aqaba	Board offsites, strategic planning, executive bonding
Premier Training Institute	Delivered at internationally accredited, state-of-the-art institutes equipped with advanced learning technologies, executive facilities, and innovation labs.	Executive education, certified programs, high-impact professional development
Global Centers With Traveling	Conducted at NeuroVerse world-class facilities in London, Istanbul, Egypt, Dubai, Singapore, Georgia, or Europe. Premium amenities and networking.	International exposure, cross-cultural learning, executive networking
Onsite Premium	NeuroVerse facilitator at your corporate headquarters or preferred location. Full materials, and immersive experience.	Leadership teams, confidential strategy sessions, team building
Virtual Live	Synchronous online sessions with interactive tools, breakout rooms, and digital collaboration platforms. HD streaming.	Distributed teams, cost optimization, time-constrained executives
Hybrid Model	Blend of in-person and virtual elements. Regional hubs with synchronized virtual participation for global teams.	Global organizations, flexible participation, maximum reach



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Make you Training in more than 35 Countries Around the World

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