

# *Communication Skills in Arguments and Debates*

The Road Map for Successful Negotiator

*We deliver this program in-house for teams of managers,  
With content tailored to suit your business needs.*

**International Center for Etudes**

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# Communication Skills in Arguments and Debates

## Introduction:

This course provides the participants with an understanding of how to support intelligent decisions through using reasoned discourse. The course tackles logical analysis of modern controversies; the formulation of propositions for arguments; application through discussion and debate.

Upon completion of the course, participants will grasp the definition, and application of argumentation in everyday situations, and how to win your argument without losing your opponent. Moreover, the course offers various solutions for disputes, and conflicts in an organization through using the power of argument.

## Course Contents

- o Building confidence to enable you deliver the message in a powerful, succinct and persuasive way.
- o Communicating your point of view
- o Listening with open mind to the opposing view
- o Finding Commonalities
- o Role of Body Language in negotiations
- o Understand the power in your argument
- o The 10 elements of Powerful Argument
- o Brief history of rhetoric, dialectics and logic
- o Causes of differences between human opinions and views
- o Typology of communication situations
- o Basis forms of argumentation
- o Steps and tricks in argumentation
- o Emotive Argumentation
- o Ethos of communication and argumentation.

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## *In house training*

*We can provide all these courses and qualifications in your organization with the contents adapted to fit your particular requirements.*

### **Why International Center for Etudes ICE?**

*We provide high quality, practical and innovative in-house training; learning and development solutions that will reflect a remarkably positive impact on your techniques of handling various challenges.*



# Thank You ICE Team

We are glad to receive your inquiries, please contact us at;

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