

Advanced Negotiation Skills: Mastering Complex Deals

2027 15 - 11
Rome (Italy)

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Day 3: Multi-Party and Multi-Issue Negotiations

- Structuring and leading multi-party negotiations
- Managing coalitions, alliances, and competing interests
- Balancing integrative and distributive bargaining strategies
- Techniques for value creation and value claiming

Day 4: Emotional Intelligence and Cross-Cultural Negotiations

- Applying advanced emotional intelligence under pressure
- Handling difficult personalities and high-conflict situations
- Understanding cultural dimensions in negotiation
- Adapting negotiation styles across different cultural contexts

Day 5: Overcoming Challenges and Continuous Improvement

- Strategies for resolving impasses and deadlocks
- Ethical boundaries in complex negotiation settings
- Conducting post-negotiation reviews and performance analysis
- Developing a structured personal negotiation development plan

Individual Impact

Participants will leave the program with:

- Greater confidence in leading complex and high-stakes negotiations.
- Sharper strategic planning and scenario analysis skills.
- Stronger ability to manage power, influence, and multi-party dynamics.
- A personalized toolkit of advanced negotiation techniques.

Organizational Impact

Organizations will benefit from:

- Improved deal outcomes and stronger long-term agreements.
- More strategic handling of partnerships, contracts, and disputes.
- Enhanced ability to manage complex stakeholder negotiations.
- Leaders who approach negotiation with clarity, discipline, and ethical awareness.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The board is checkered, and there are concentric circles in the background.

Training Methodology

- High-level negotiation simulations and scenario-based exercises
- Strategic planning workshops and peer feedback sessions
- Real-world case analysis of complex negotiations
- Role-play exercises focused on power and influence dynamics
- Structured reflection and performance improvement planning

Beyond the Course

By the end of the five days, participants will be prepared to:

- Lead negotiations with strategic foresight and adaptability.
- Navigate complex, multi-party environments with confidence.
- Turn challenging discussions into opportunities for value creation.
- Continuously refine their negotiation approach for sustained success.

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