Success under Pressure: EI for Conflict & Negotiations

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Geneva (Switzerland)



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Why This Course

In high-pressure leadership environments, technical expertise alone is not enough—success depends on the ability to understand, manage, and leverage emotions. Leaders with advanced emotional intelligence EI can navigate conflict, negotiate effectively, and inspire teams even in the most challenging situations.

This intensive 1-week program equips leaders with practical EI tools and strategies, blending theory with interactive exercises and real-world scenarios. Participants will learn to regulate their own emotions, read and influence others, and create positive outcomes in conflict and negotiation situations, enhancing both personal and organizational effectiveness.

What You'll Learn and Practice

By participating in this program, you will:

- Develop advanced emotional intelligence skills for high-stakes leadership scenarios.
- Apply EI principles to resolve conflicts and achieve collaborative solutions.
- Enhance negotiation abilities through emotional awareness and regulation.
- Strengthen stress management, resilience, and composure under pressure.
- Improve interpersonal communication, influence, and leadership presence.
- Build a roadmap for applying EI to elevate team performance and organizational culture.

The Program Flow

Day 1: Foundations of Emotional Intelligence

- Understanding the core components of EI.
- Cultivating self-awareness and emotional recognition.
- Developing strategies for emotional regulation.
- Exploring EI's impact on effective leadership.

Day 2: EI in Conflict Management

- Identifying common conflict triggers and patterns.
- Applying active listening and empathy to resolve disputes.
- Using EI techniques to de-escalate tensions.
- Practicing collaborative problem-solving approaches.



Day 3: Negotiation Strategies and EI

- Understanding different negotiation styles and dynamics.
- Reading and managing emotions in negotiation scenarios.
- Building rapport and trust through EI.
- Achieving win-win outcomes using emotional intelligence techniques.

Day 4: Leading Under Pressure

- Stress management and resilience-building practices.
- Leveraging emotional data to improve decision-making.
- Maintaining composure during crises and high-pressure situations.
- Motivating and inspiring teams through emotional leadership.

Day 5: Advanced EI Applications

- Using EI principles for influence and persuasion.
- Developing cross-cultural emotional intelligence.
- Coaching and mentoring others to enhance their EI skills.
- Creating an emotionally intelligent organizational culture.

Individual Impact

- Gain a personalized EI development plan for ongoing growth.
- Acquire a practical toolkit of EI-based conflict resolution and negotiation techniques.
- Improve stress management and maintain peak performance under pressure.
- Strengthen leadership presence and interpersonal effectiveness.

Work Impact

- Enhance team collaboration and minimize conflicts through emotional awareness.
- Lead negotiations and high-stakes discussions more effectively.
- Build a culture of emotional intelligence that supports engagement and performance.
- Increase organizational resilience, adaptability, and leadership impact.

Training Methodology

The course integrates experiential learning, hands-on exercises, and real-world scenarios to ensure practical application:

- Interactive workshops and group exercises for EI skill development.
- Role-playing exercises for conflict resolution and negotiation practice.
- Guided reflection and peer coaching to reinforce learning.
- Tools, templates, and frameworks for applying EI in leadership and organizational contexts.



Beyond the Course

Participants will leave ready to:

- Apply emotional intelligence to resolve conflicts, negotiate, and influence effectively.
- Lead with composure, empathy, and confidence under pressure.
- Coach teams and build a culture of emotionally intelligent leadership.
- Translate EI insights into measurable organizational and personal outcomes.

