

Advanced Negotiation Techniques

2026 0000000 3 - 0000000 29
Istanbul (Turkey)

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Day 3: Behavioral Psychology and Influence

- Understanding human behavior and cognitive biases in negotiation.
- Emotional intelligence as a source of influence and trust.
- Persuasion models and framing techniques to shape perceptions.
- Role-playing: managing emotions and pressure in difficult discussions.

Day 4: Managing Complex and Multi-Party Negotiations

- Structuring multi-stakeholder negotiations for balance and control.
- Handling conflicting interests and maintaining coalition stability.
- Negotiating across functions, organizations, and cultures.
- Simulation: multi-party negotiation involving competing priorities.

Day 5: Closing, Implementation, and Long-Term Relationship Building

- Moving from agreement to commitment and sustainable results.
- Avoiding last-minute pitfalls and deadlocks.
- Negotiating for long-term partnerships, not one-time wins.
- Action planning: building your personal advanced negotiation toolkit.

Individual Impact

- Enhance strategic thinking and behavioral insight in negotiation.
- Strengthen the ability to manage high-value and complex negotiations.
- Gain confidence in applying influence, persuasion, and adaptability.
- Develop resilience under pressure and improve emotional control.
- Build long-term credibility as a skilled, trusted negotiator.

Work Impact

- Improve negotiation outcomes in key strategic deals and partnerships.
- Strengthen internal and external collaboration through skilled communication.
- Reduce risks, conflicts, and inefficiencies in negotiation processes.
- Build a consistent negotiation culture focused on value creation and trust.
- Increase profitability and sustainability through strategic negotiation excellence.

Training Methodology

The program blends advanced theory with immersive, experience-based learning to ensure mastery through practice.

Learning methods include:

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- Complex real-world negotiation case studies.
- Multi-party negotiation simulations and scenario-based exercises.
- Role-playing under timed and high-pressure conditions.
- Group debriefs and individual feedback sessions.
- Practical negotiation frameworks, templates, and self-assessment tools.

Beyond the Course

Upon completion, participants will be equipped to handle the most demanding negotiation situations with clarity, composure, and strategic foresight.

They will leave with advanced tools, techniques, and confidence to drive value, resolve conflicts, and lead negotiations that strengthen both relationships and results.

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