

Advanced Negotiation Skills: Mastering Complex Deals

Professional Skills
London (UK)
15 - 19 Sep 2025

UK Training

PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, creating a sense of depth and focus on the king piece.

Advanced Negotiation Skills: Mastering Complex Deals

Ref: 321599_131298 **Date:** 15 - 19 Sep 2025 **Location:** London (UK) **Fees:** 4400 **Euro**

Course Description

This intensive 5-day Advanced Negotiation Skills course is designed for experienced negotiators seeking to elevate their expertise. Participants will delve into advanced strategies, complex negotiation scenarios, and cutting-edge techniques to enhance their negotiation prowess. The course combines theoretical frameworks with practical applications, enabling attendees to navigate high-stakes negotiations with confidence and achieve superior outcomes.

Learning Objectives

- Master advanced negotiation strategies and tactics for complex scenarios
- Develop skills to analyze and leverage power dynamics in negotiations
- Learn to create and capture value in multi-party, multi-issue negotiations
- Enhance emotional intelligence and cross-cultural negotiation competencies
- Acquire techniques to overcome deadlocks and manage difficult negotiators
- Formulate personalized strategies for continuous negotiation skill improvement

Course Modules

Day 1: Advanced Negotiation Frameworks

- Review of fundamental negotiation concepts
- Advanced negotiation models and their applications
- Cognitive biases and their impact on negotiations
- Strategic planning for complex negotiations

Day 2: Power Dynamics and Influence

- Analyzing and leveraging power in negotiations
- Advanced persuasion and influence techniques
- Managing information asymmetry
- Negotiating from a position of weakness

Day 3: Multi-Party and Multi-Issue Negotiations

- Strategies for multi-party negotiations
- Managing coalitions and alliances
- Integrative and distributive bargaining in complex scenarios
- Value creation and claiming in multi-issue negotiations

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

UK Training
PARTNER

Day 4: Emotional Intelligence and Cross-Cultural Negotiations

- Advanced emotional intelligence in negotiations
- Managing difficult personalities and high-pressure situations
- Cross-cultural negotiation strategies
- Adapting negotiation styles to different cultural contexts

Day 5: Overcoming Challenges and Continuous Improvement

- Techniques for breaking deadlocks
- Ethical considerations in complex negotiations
- Post-negotiation analysis and learning
- Developing a personal negotiation improvement plan

Practical Wins for Participants

- Ability to confidently navigate and lead complex, high-stakes negotiations
- Enhanced strategic thinking and planning skills for negotiations
- Improved capacity to create and capture value in multi-party deals
- Personalized toolkit of advanced negotiation techniques and strategies

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

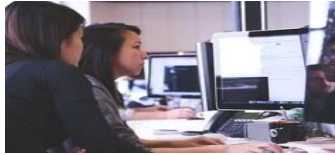
UK Training
PARTNER



Blackbird Training Category



Human Resource



Audit & Quality Assurance



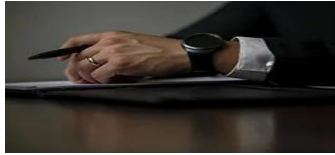
Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335