

Advanced Negotiation Skills: Mastering Complex Deals

Professional Skills
Lisbon (Portugal)
18 - 22 Aug 2025

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Advanced Negotiation Skills: Mastering Complex Deals

Ref: 321599_133133 **Date:** 18 - 22 Aug 2025 **Location:** Lisbon (Portugal) **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 (king, queen, rook, knight, and pawns) in gold and silver. The pieces are arranged on a checkered board with concentric circles in the background.

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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

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.

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