

NEGOTIATION MASTERCLASS

NAVIGATING HIGH-STAKES NEGOTIATIONS



Live virtual
Format



2 x 3,5 h
Length



790 €
Fee



100% real-world
Focus

Overview

The NEGOTIATION MASTERCLASS is designed for executives across various corporate functions who have fundamental experience with difficult negotiations and want to improve their tactical skills. Participants will learn hands-on approaches for preparing and conducting high-stakes negotiations with key partners, setting up a negotiation team, as well as applying proven strategies for building long-term relationships.

Approach

The live virtual format delivers a rich experience allowing you to engage with real-live cases and negotiation simulations to create an interactive learning journey.

Content

- The right mindset and solid preparation
- Set the agenda with clarity and purpose
- Build trust and apply framing techniques effectively
- Use active listening and precise questioning
- Create a window of opportunity and manage difficult behavior confidently
- Set up a negotiation team and structure internal briefings
- Practical transfer and implementation

Key benefits

1. Sharpen personal negotiation skills with tactical finesse
2. Implement a successful roadmap for complex deals
3. Apply field-tested techniques
4. Drive value creation in your organization
5. Increase your negotiation team performance
6. Influence key stakeholders
7. Best-practice-sharing

Who should attend

Executives engaged in regular negotiations in both large and small companies:

- Board members
- Family businesses
- Founders (Start-ups)
- HR professionals
- Legal advisors
- M&A experts
- Procurement specialists
- Project leaders
- Sales Managers, KAM



Through a highly interactive and customized approach, I empower participants the most effective negotiation techniques and provide them the skills to master critical situations with more confidence.

Register now

