

# NEGOTIATING UNDER PRESSURE



**Live virtual**  
Format



**2 x 3,5 h**  
Length



**790 €**  
Fee



**100% real-world**  
Focus

## Overview

**Negotiating Under Pressure** 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

