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Course Name

Strategic Negotiation for Leaders and Decision Makers

Sector Name

Management And Leadership

Document Type

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Strategic Negotiation for Leaders and Decision Makers

Course Introduction

In today's complex business environment, leaders must negotiate not only contracts and agreements but also expectations, resources, priorities, and organizational change. Strategic negotiation goes beyond basic bargaining skills and focuses on creating value, building long-term relationships, and aligning negotiations with strategic objectives.

This intensive **BOOST** three-day program equips leaders with advanced negotiation frameworks, influence strategies, and decision-making tools that enable them to achieve sustainable outcomes while maintaining strong professional relationships. Participants will learn how to plan negotiations effectively, analyse stakeholder interests, manage difficult negotiators, and lead negotiations that support organizational success.

The program emphasizes practical application through real-life case studies, simulations, and negotiation exercises that allow participants to apply strategic thinking to high-stakes business negotiations.



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Strategic Negotiation for Leaders and Decision Makers

Target Audience

- ✓ Managers and senior professionals involved in negotiations
- ✓ Department heads and team leaders
- ✓ Project and program managers
- ✓ Procurement and contract professionals
- ✓ Professionals responsible for stakeholder discussions or strategic agreements

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Learning Objectives

- ✓ Understand the principles of strategic negotiation and value creation.
- ✓ Prepare and plan negotiations using structured negotiation frameworks.
- ✓ Identify stakeholder interests, positions, and power dynamics in negotiations.
- ✓ Apply persuasive communication and influence techniques.
- ✓ Manage difficult negotiation tactics and challenging negotiators.
- ✓ Achieve win-win outcomes while protecting organizational interests.
- ✓ Strengthen negotiation confidence in complex business environments.

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Course Outline

✓ DAY 01

Foundations of Strategic Negotiation

- ✓ The role of negotiation in leadership and decision making
- ✓ Types of negotiations in organizations
- ✓ Distributive vs. integrative negotiation strategies
- ✓ Understanding interests, positions, and negotiation objectives
- ✓ Stakeholder analysis in negotiation scenarios
- ✓ Negotiation planning and preparation frameworks
- ✓ Establishing negotiation goals and defining BATNA
- ✓ Practical exercise: Negotiation preparation simulation

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Course Outline

✓ Day 02

Negotiation Strategy and Influence

- ✓ Building negotiation strategies aligned with organizational goals
- ✓ Communication techniques for persuasive negotiation
- ✓ Emotional intelligence in negotiations
- ✓ Identifying negotiation styles and adapting to counterparts
- ✓ Managing power dynamics and influence
- ✓ Handling difficult negotiation tactics
- ✓ Negotiating under pressure and uncertainty
- ✓ Case study: Complex negotiation scenario

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Course Outline

✓ Day 03

Leading High-Impact Negotiations

- ✓ Collaborative negotiation and value creation
- ✓ Managing multi-party negotiations
- ✓ Negotiating across cultures and organizational boundaries
- ✓ Conflict resolution within negotiation processes
- ✓ Closing negotiations and securing agreements
- ✓ Post-negotiation relationship management
- ✓ Negotiation simulation exercise
- ✓ Personal negotiation development plan

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Aug. 1, 2027	Aug. 3, 2027	3 days	3250.00 \$	Oman , Muscat
Nov. 30, 2026	Dec. 2, 2026	3 days	3950.00 \$	Austria , Vienna
April 19, 2027	April 21, 2027	3 days	3250.00 \$	UAE , Dubai

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