

# Mastering The Art of Advanced Negotiation



Focus on: **The Manager** ☒ **The Specialist** ☐ **Spotlight Programme** ☒ **Hands-on Skills** ☐



## Course Overview

This intensive five-day programme transforms conventional negotiators into elite deal makers. For sub-Saharan African nations pursuing trade agreements, investment deals, and regional cooperation, advanced negotiation expertise is a critical asset.

Learn how to secure exceptional outcomes in high-stakes negotiations, whether you're handling strategic partnerships, leading international deals, or navigating complex stakeholder agreements. Delegates will discover how these skills can be applied to secure investment for infrastructure, renewable energy, and industrialization projects across the continent.

You'll master proven negotiation techniques that go beyond basic bargaining - from reading subtle signals and managing power dynamics to crafting innovative solutions that benefit all parties. Participants will leave ready to engage confidently in negotiations that shape Africa's economic integration, strengthen regional alliances, and unlock long-term growth opportunities.

Through carefully structured scenarios and expert guidance, you'll develop advanced skills in strategic influence and deal closing.

The course reveals the psychological principles and tactical approaches used by world-class negotiators, giving you practical tools to handle challenging negotiations with confidence.

Course Objectives		This Course is Ideal For:	
1	Master advanced negotiation frameworks and psychological triggers	✓	Senior executives and managers
2	Develop strategic thinking in high-pressure negotiations	✓	Business leaders involved in critical negotiations
3	Learn to read and utilise non-verbal communication effectively	✓	Sales professionals and business developers
4	Master the art of creating win-win solutions	✓	Anyone handling important business deals
5	Develop cultural intelligence for international negotiations		

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## Course Content

Day	Theme	Coverage
1	Foundations of Elite Negotiation	<ul style="list-style-type: none"> <li>Advanced negotiation frameworks</li> <li>Psychological principles of influence</li> <li>Understanding negotiation styles</li> <li>Power dynamics in negotiations</li> <li>Setting the stage for success</li> </ul>
2	Strategic Thinking & Planning	<ul style="list-style-type: none"> <li>Strategic preparation techniques</li> <li>Stakeholder mapping and analysis</li> <li>Creating negotiation strategies</li> <li>Developing BATNA</li> <li>Risk assessment and management</li> </ul>
3	Advanced Communication Skills	<ul style="list-style-type: none"> <li>Reading micro-expressions</li> <li>Body language mastery</li> <li>Active listening techniques</li> <li>Strategic questioning methods</li> <li>Emotional intelligence in action</li> </ul>
4	Deal Crafting & Value Creation	<ul style="list-style-type: none"> <li>Creating win-win solutions</li> <li>Value-based negotiation tactics</li> <li>Breaking deadlocks</li> <li>Managing difficult conversations</li> <li>Creative problem-solving</li> </ul>
5	International & Complex Negotiations	<ul style="list-style-type: none"> <li>Cross-cultural negotiation</li> <li>Virtual negotiation techniques</li> <li>Multi-party negotiations</li> <li>Long-term relationship building</li> <li>Ethics in negotiation</li> </ul>

## Course Assessment

## Certification

### Participants will be assessed on:

Participation in sessions

Completion of exercises & case studies

Performance in assessments

Upon successful completion of the course, participants will receive a **Certificate of Successful Completion**, along with a **Transcript of Marks** showing the performance by grade in each element of assessment and overall.

## Course Instructor

This distinguished international expert is one of the world's most sought-after leadership development specialists, with over 25 years' global experience transforming organisational excellence across Fortune 500

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companies, global energy corporations, and governmental institutions in over 22 countries. Their client portfolio spans national, multinational, and global organisations including Adidas, Toyota, Saudi Aramco, Royal Dutch Shell, and AstraZeneca.

A thought leader in leadership and behavioural dynamics, who has advised governments on three continents and developed leaders at all levels, bringing cutting-edge global leadership insights that have influenced CEOs, Directors, Government Ministers, and Chief Commanders. Their expertise spans multiple sectors including energy, banking, telecommunications, and manufacturing.

A master storyteller and engaging facilitator, they bring leadership to life through their highly interactive, real-world approach to learning, bringing leadership insights and practical wisdom from around the world that you can apply to your business for transformative results.