

# Strategic Negotiations Course

The course includes:

- Training and background reading on strategy, tactics, uncertainty, blockages, data management, timelines, negotiation cultures, multi-party negotiations, drafting, decision making and implementation- and repeat negotiations.
- Focus on a particular setting/region/industry based on participants' interests.
- Model negotiation exercises based on HCSS data and ground-tested scenarios.

And after the course:

- Follow-up availability of the HCSS trainers to coach participants / offer a sounding board for ongoing, past or future negotiations
- Invitations to return-events with an advanced negotiation model exercise/game

Fee: EUR 2.500 ex. VAT/BTW per person

A tailored version of the course is possible upon request



## Programme

**June 2<sup>nd</sup>** 13.00 – 18.30 (incl. lunch)

Introduction. Strategy and tactics. Core and advanced negotiation principles. Sensitivities in international negotiations. Corporate versus diplomatic negotiations. Objectives and results. Q&A.

**June 3<sup>rd</sup>** 15.00-19.30 (incl. dinner)

Short-, medium-, and long-term negotiations. Relationships, cultures and profit calculations. Timelines and deadlines. A business to foreign government scenario. Lessons from intercultural business negotiations and from peace negotiations.

**June 4<sup>th</sup>** 15.00 – 19.30 (incl. dinner)

Difficult parties. Blockages. Baskets, principles and standards. Organising a negotiation team. A business security scenario. Lessons from business-to-business and from UN Security Council negotiations.

**June 9<sup>th</sup>** 13.00 – 18.00 (incl. lunch)

Negotiation structures. Multiparty negotiations. Reputation management. Uncertainty. Data management. Individual exercises. Lessons from business-to-foreign government negotiations and from ceasefire negotiations.

**June 10<sup>th</sup>** 15.00- 19.30 (incl. dinner)

Decision making. Implementation and repeat negotiations. Multipronged negotiation exercises. Personal feedback. Q&A. Strategic negotiation course certificates.

