



Management & Leadership

The Power of Negotiation Management Strategy and Loophole Analysis

- Location: London
- Date: From 17/3/2025 To 21/3/2025
- Investment: \$5950 (Excluding VAT)



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ACADEMY


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Course Introduction

This 5-day intensive course delves into the art and science of negotiation management, equipping participants with advanced strategies and analytical tools to achieve optimal outcomes in complex negotiations. Participants will learn to identify and leverage negotiation loopholes, develop robust negotiation strategies, and navigate challenging negotiation scenarios with confidence. This course emphasizes both theoretical understanding and practical application through simulations, case studies, and interactive exercises.

Training Method

- Pre-assessment
 - Live group instruction
 - Use of real-world examples, case studies and exercises
 - Interactive participation and discussion
 - Power point presentation, LCD and flip chart
 - Group activities and tests
 - Each participant receives a binder containing a copy of the presentation
 - slides and handouts
 - Post-assessment
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Course Objectives

Upon successful completion of this course, participants will be able to:

- Understand and apply advanced negotiation theories and models.
- Develop and implement comprehensive negotiation strategies tailored to specific situations.
- Identify and analyze negotiation loopholes and leverage them to gain strategic advantages.
- Master advanced negotiation tactics and techniques, including framing, anchoring, and concession management.
- Effectively manage negotiation dynamics and build rapport with counterparties.
- Analyze and mitigate negotiation risks and potential pitfalls.
- Develop and implement strategies for managing multi-party and cross-cultural negotiations.
- Understand and apply ethical considerations in negotiation.
- Conduct post-negotiation analysis and implement continuous improvement strategies.

Who Should Attend?

This course is designed for professionals who engage in complex negotiations and seek to enhance their negotiation skills, including:

- Business Executives and Managers
 - Sales and Procurement Professionals
 - Legal Professionals
 - Project Managers
 - Contract Managers
 - Government Officials
 - Consultants
 - Anyone involved in high-stakes negotiations
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Course Outline


Day 1: Foundations of Advanced Negotiation Management

- Advanced Negotiation Theories and Models (e.g., Game Theory, Behavioral Economics)
- Strategic Negotiation Planning and Preparation
- Identifying and Analyzing Negotiation Power Dynamics
- Setting Negotiation Objectives and BATNA (Best Alternative to a Negotiated Agreement)
- Understanding Negotiation Styles and Personalities

Day 2: Loophole Analysis and Strategic Advantage

- Identifying and Analyzing Negotiation Loopholes
- Leveraging Loopholes for Strategic Advantage
- Developing Contingency Plans and Negotiation Flexibility
- Understanding and Mitigating Negotiation Risks
- Case Studies: Real-World Examples of Loophole Exploitation

Day 3: Advanced Negotiation Tactics and Techniques


- Framing and Anchoring Techniques
 - Concession Management and Bargaining Strategies
 - Managing Deadlocks and Impasses
 - Building Rapport and Trust in Negotiations
 - Communication and Persuasion Strategies
 - Handling Difficult Counterparties
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Course Outline

Day 4: Complex Negotiation Scenarios and Dynamics

- Multi-Party and Team Negotiations
- Cross-Cultural Negotiations
- Negotiation in High-Pressure Situations
- Managing Emotional Intelligence in Negotiations
- Ethical Considerations in Negotiation
- Simulation Exercises: Applying Advanced Negotiation Tactics

Day 5: Post-Negotiation Analysis and Continuous Improvement

- Post-Negotiation Evaluation and Debriefing
 - Measuring Negotiation Success and Identifying Areas for Improvement
 - Developing a Personal Negotiation Style and Framework
 - Implementing Lessons Learned and Building Negotiation Expertise
 - Future Trends in Negotiation Management
 - Q&A and Wrap-up Session
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Registration & Payment

Complete & Mail to London Royal Academy or email
registration@londonra.com

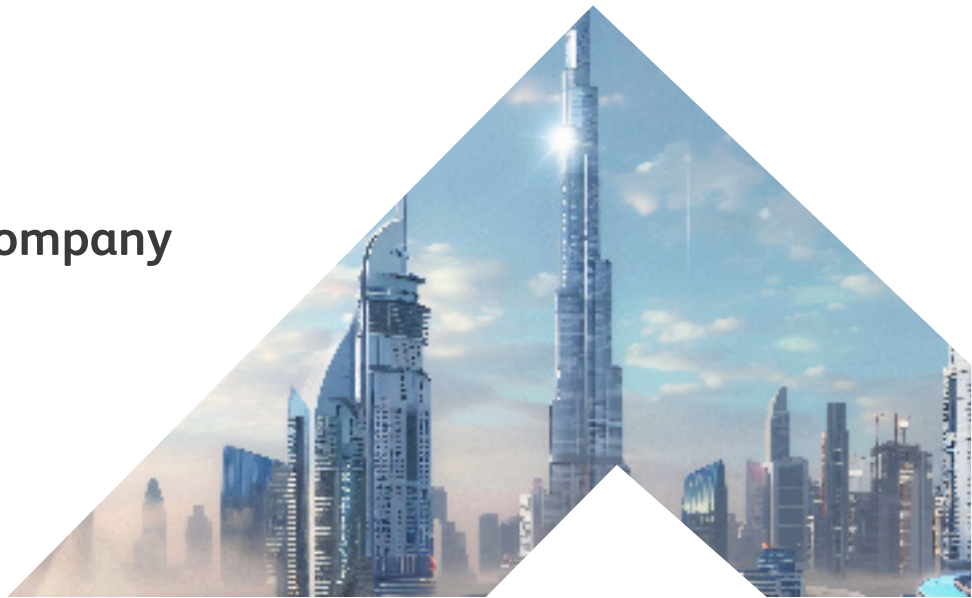


Registration Form

- Full Name (Mr / Ms / Dr / Eng)
- Position
- Telephone / Mobile
- Personal E-Mail
- Official E-Mail
- Company Name
- Address
- City / Country

Payment Options

- ☐ Please invoice me
- ☐ Please invoice my company





Terms & Conditions

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Cancellation and Refund Policy

Delegates have 14 days from the date of booking to cancel and receive a full refund or transfer to another date free of charge. If less than 14 days' notice is given, then we will be unable to refund or cancel the booking unless on medical grounds. For more details about the Cancellation and Refund policy, please visit

www.londonra.com/terms-and-conditions/

Registration & Payment

Please complete the registration form on the course page & return it to us indicating your preferred mode of payment. For further information, please get in touch with us

Course Materials


The course material, prepared by the LRA, will be digital and delivered to candidates by email

Certificates

Accredited Certificate of Completion will be issued to those who attend & successfully complete the programme.

Travel and Transport

We are committed to picking up and dropping off the participants from the airport to the hotel and back.



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THANK YOU

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