



Advanced Negotiation Skills Workshop

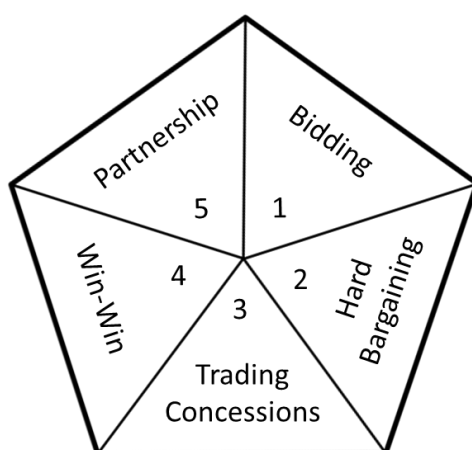
Approach

Effective negotiation capability cannot be developed through teaching generic models or “one-size-fits-all” frameworks.

No two negotiations are identical — each is shaped by four key differentiators:

- **Level of dependency** between the parties
- **Complexity** or number of variables involved
- **Longevity** of the relationship
- **Level of trust** required to reach and execute an agreement

To help negotiators navigate this complexity, I developed the **Negotiation Pentagon®** - a practical lens for planning, adapting, and behaving across these dimensions.



Negotiation is also a **behavioural process**. It is driven not only by market forces but equally by the **emotions, perceptions, and reactions** of the people involved.

The final outcome depends as much on **behavioural choices** as on strategy or data — both of which are influenced by where the negotiation sits within the **Negotiation Pentagon®**.

This workshop helps participants recognise and manage these human dynamics while applying analytical structure and preparation discipline to achieve consistently stronger results.

Workshop Format

- Workshop duration – 3 full consecutive days
- Group size – 8 participants
- Target audience – Procurement, sales or cross-functional teams
- Location – Off-site venue to encourage focus, interaction and distance from daily routines
- Language – English
- Pre-work – Online self-diagnostic tool to identify individual behavioural patterns
- Delivery style – 70% practical exercises, 20% input sessions, 10% self-reflection
- Feedback loop – End-of-training group and individual feedback sessions