

LEADERSHIP & MANAGEMENT | COURSE BROCHURE

Negotiation Strategies for Leaders

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Leaders negotiate constantly with partners, suppliers, unions, investors and colleagues. This course builds advanced negotiation capability: preparing thoroughly, understanding interests and power, creating value through trade-offs, handling tough tactics, negotiating in teams and across cultures, and preserving relationships after the deal.

Many leaders leave value on the table or damage relationships in negotiations. You will learn a structured approach that achieves better outcomes and lasting agreements.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Negotiation simulations with debriefs, preparation templates, video feedback and analysis of high-profile negotiations.

Course objectives

By the end of this course, participants will be able to:
• Prepare negotiations systematically
• Analyse interests, options and alternatives
• Create and claim value in complex deals
• Handle hard tactics and deadlock
• Negotiate effectively as a team and across cultures
• Close and implement agreements

Target audience

This course is suitable for:
• Senior managers and directors
• Business development leaders
• Procurement and commercial heads
• HR leaders in labour negotiations
• Partnership managers



Course content

Target competencies

Participants will develop competencies in:

- Negotiation preparation
- Value creation
- Persuasion
- Conflict handling
- Deal closure

Course outline

Day 1: Negotiation Foundations

09:00–10:08	Positional versus principled negotiation
10:08–11:00	Interests, options and BATNA
11:00–11:30	**Coffee break**
11:30–11:45	Interests, options and BATNA (continued)
11:45–12:53	Personal negotiation style
12:53–14:00	Simulation 1: two-party deal

Day 2: Preparation

09:00–10:08	Preparation framework
10:08–11:00	Power and leverage
11:00–11:30	**Coffee break**
11:30–11:45	Power and leverage (continued)
11:45–12:53	Setting targets and walk-away points
12:53–14:00	Workshop: preparing a real negotiation

Day 3: Creating and Claiming Value

09:00–10:08	Trade-offs and packaging
10:08–11:00	Anchoring and concessions
11:00–11:30	**Coffee break**



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11:30–11:45	Anchoring and concessions (continued)
11:45–12:53	Multi-issue negotiation
12:53–14:00	Simulation 2

Day 4: Tough Situations

09:00–10:08	Hard bargaining tactics
10:08–11:00	Deadlock and impasse
11:00–11:30	**Coffee break**
11:30–11:45	Deadlock and impasse (continued)
11:45–12:53	Emotions and trust
12:53–14:00	Role plays

Day 5: Complex Negotiations

09:00–10:08	Team negotiations
10:08–11:00	Cross-cultural negotiation
11:00–11:30	**Coffee break**
11:30–11:45	Cross-cultural negotiation (continued)
11:45–12:53	Closing and implementation
12:53–14:00	Final simulation

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Amsterdam Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,540.–**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.–**
Rome Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,450.–**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.–**
London Confirmed dates	11 Jan 2027	15 Jan 2027	**€2,450.–**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.–**
Cape Town Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,890.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Vienna Confirmed dates	22 Feb 2027	26 Feb 2027	**€2,940.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.–**
Cape Town Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,890.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	29 Mar 2027	2 Apr 2027	**€2,840.–**
Online Confirmed dates	29 Mar 2027	2 Apr 2027	**€1,250.–**
Vienna Confirmed dates	19 Apr 2027	23 Apr 2027	**€2,940.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	10 May 2027	14 May 2027	**€1,450.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	31 May 2027	4 Jun 2027	**€2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Paris Confirmed dates	14 Jun 2027	18 Jun 2027	**€2,860.-**
Online Confirmed dates	14 Jun 2027	18 Jun 2027	**€1,250.-**
Frankfurt Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,650.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Barcelona Confirmed dates	26 Jul 2027	30 Jul 2027	**€2,840.-**
Online Confirmed dates	26 Jul 2027	30 Jul 2027	**€1,250.-**
Rome Confirmed dates	16 Aug 2027	20 Aug 2027	**€2,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Dubai Confirmed dates	6 Sept 2027	10 Sept 2027	**€3,150.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Rome Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,450.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Dubai Confirmed dates	11 Oct 2027	15 Oct 2027	**€3,150.-**
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Cape Town Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,890.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	22 Nov 2027	26 Nov 2027	**€3,150.-**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,250.-**
Istanbul Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,650.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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