C-TO-BE
THE COACHING COMPANY

NEGOTIATION MASTERY

Advanced Impulse Workshops (2–4 Hours) – Individually Bookable

Outsmart. Outlast. Outperform.

1 HIGH-STAKES NEGOTIATIONS

- Mastering complex multi-million projects with structure and clarity
- Balancing cost pressure, quality, and deadlines with precision
- Turning even "no-deal" scenarios into strategic opportunities

2 PSYCHOLOGY & INFLUENCE

- Applying advanced techniques: anchoring, deadlines, and the power of silence
- Recognizing and neutralizing manipulative strategies immediately
- Leveraging cognitive biases strategically to your advantage

3 CROSS-CULTURAL MASTERY

- Negotiating successfully in Asia, the Middle East, the US, and Europe
- Anticipating cultural expectations in global mega-projects
- Applying the key dos and don'ts in international business environments

4 MULTI-PARTY & CONSORTIUM NEGOTIATIONS

- Leading multi-stakeholder negotiations with confidence
- Building profitable coalitions and managing alliances
- Resolving conflicts between consortium partners effectively

5 NEGOTIATIONS UNDER PRESSURE

- Navigating crises and geopolitical uncertainty with precision
- Handling high-frequency negotiations with minimal preparation
- Creating room for maneuver – even without a clear ZOPA

6 AI-SUPPORTED NEGOTIATIONS

- Boosting negotiation preparation with AI: data analysis and scenario planning
- Understanding the limits – where human intuition remains indispensable
- Best practices: AI as a preparation tool vs. a live negotiation assistant

Interested? Contact us.

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