



International Training
Center Paris

TRAINING SCHEDULE

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ADVANCED CONTRACT NEGOTIATION STRATEGIES

Overview:

The Advanced Contract Negotiation Strategies training program is designed to provide experienced negotiators with advanced negotiation techniques and strategies to negotiate complex contracts. The program will cover a range of topics, including advanced negotiation techniques, psychological principles of negotiation, and the use of technology in negotiation. The program will also provide participants with an understanding of the legal and ethical considerations in negotiation and how to manage difficult negotiations.

Objectives:

- Develop advanced negotiation skills and techniques
- Understand the psychological principles of negotiation
- Learn how to negotiate in complex situations
- Understand the legal and ethical considerations in negotiation
- Learn how to use technology to improve negotiation outcomes

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world negotiation scenarios. By the end of the training program, participants will have advanced negotiation skills and techniques, as well as an understanding of the psychological, legal, and ethical considerations in negotiation. They will also have a deep understanding of how to use technology to improve negotiation outcomes.

Targeted Groups:

- Procurement negotiators
- Vendor relationship managers
- Contract managers seeking advanced negotiation skills
- Business development professionals
- Legal professionals involved in contract negotiation

Planning:

Day 1: Advanced Negotiation Techniques

- Advanced negotiation tactics and strategies
- Developing a negotiation plan and strategy
- Managing multiple issues in complex negotiations

Day 2: Psychological Principles of Negotiation

- Understanding the psychology of negotiation
- Emotional intelligence in negotiation
- Building trust and rapport in negotiations

Day 3: Negotiating in Complex Situations

- Dealing with difficult negotiators
- Multi-party negotiations
- Cross-cultural negotiations

Day 4: Legal and Ethical Considerations in Negotiation

- Legal aspects of negotiation
- Ethical considerations in negotiation
- Managing conflicts of interest in negotiation

Day 5: Technology in Negotiation

- Using technology in negotiation
- E-negotiation and virtual negotiations
- Using data and analytics to improve negotiation outcomes