

The Soft Skills in Hard Negotiations



DAY 1

- Negotiation points: exchange values for the value exchange.
- Balance of Power, strong/weak strategy.
- Balance of criticality, offensive/defensive strategy.
- Negotiation role-play.

DAY 2

- Combination of strategies into a negotiation tactics.
- Behavioural reflexes.
- Intercultural analysis.
- Negotiation role-play.

DAY 3

- Emotional leadership and relational intelligence in a negotiation.
- Negotiation role-play.
- Getting out of deadlocks, analysis of a difficult case.

Learning Goals

Following this module, participants will be able to:

- Articulate the preparation with the conduct of the negotiation.
- Deploy a purchasing strategy in negotiation points.
- Build a tactics according to the positioning of the buying company in front of the vendor.
- Be aware of the unconscious reflexes.
- Assert and re-work your conscious negotiation style and leadership.
- Diagnose intercultural mismatches before they block the negotiation.
- Get out of negotiation deadlocks, etc.

Target group

- Key Commodity Managers, International Sourcing Officers, Senior Buyers, Sourcing Quality Assurance Engineers.

Pre-requisite : Negotiation experience at an International level and a good level of English.

Methods and tools

International inter-industry environment; negotiation role-plays; observation games; leadership and argumentation exercises; theory and application workshop; analysis of business cases; EIPM negotiation theory; emotional intelligence; intercultural analysis; behaviourism and Jung theories.

Credit for



This module can also be taken on an independent basis.

