LEGAL & COMMERCIAL

# LC25 Advanced Negotiation Strategies

This course is designed for experienced professionals who negotiate at the highest levels of complexity, importance, and value. It develops the advanced competencies required to lead negotiations in high-stakes, cross-functional, and cross-cultural scenarios. Delegates will gain mastery over strategic influencing, behavioural insight, deal structuring, and decision dynamics, equipping them to confidently navigate ambiguity, manage power asymmetries, and secure optimal, sustainable outcomes. Through applied learning, roleplay, and strategic reflection, participants will transform their negotiation style into one that is agile, adaptive, and results-driven.

## Course Information

**Duration:** 5 days

**London (£4950):** 19th January 2026, 13th April 2026, 8th June 2026, 27th July 2026, 21st September 2026, 9th November 2026, 18th January 2027, 21st June 2027, 9th August 2027, 22nd November 2027

### Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

## Who is the course suitable for?

This programme is ideal for senior professionals, executives, deal-makers, and commercial leaders for whom negotiation is a core part of their role. It is especially relevant for those managing complex negotiations involving multiple stakeholders, international or high-value contracts, or sensitive relationship dynamics. Attendees should already be confident negotiators seeking to refine and elevate their strategic approach to achieve superior and lasting outcomes.

# Course profile

## Strategic Positioning in High-Stakes Negotiations

- Analysing power, leverage, and influence in complex environments
- Developing strategic negotiation plans aligned with organisational priorities
- Assessing stakeholder interests and hidden agendas
- Mapping multi-party dynamics and negotiation networks
- Structuring preparation for maximum adaptability

## Mastering Negotiation Psychology and Behavioural Influence

- Interpreting behavioural cues and decision-making biases
- Leveraging trust, credibility, and rapport-building techniques
- Managing conflict under pressure and emotional responses
- Identifying and neutralising manipulation and deception tactics
- Using timing, silence, and body language to guide outcomes

## Designing and Structuring Complex Deals

- Constructing value-creating deal structures and trade-offs
- Managing ambiguity, contingencies, and risk allocation
- Framing concessions to preserve perceived value
- Navigating legal, commercial, and ethical constraints
- Integrating cross-functional inputs into a cohesive strategy

## Negotiating Across Cultures and Sectors

- Adapting style and strategy for international negotiation settings
- Understanding how culture shapes decision-making, authority, and agreement
- Overcoming barriers in virtual and hybrid negotiations
- Harmonising internal alignment across functions and regions
- Sustaining relationships while negotiating assertively

## Leading the Negotiation Process with Authority

- Managing negotiation teams and defining clear roles in complex scenarios
- Driving momentum, resolving impasses, and closing with confidence
- Refining personal negotiation style through structured feedback
- Embedding negotiation capability into broader organisational practice

# Competencies

## At the end of the course, delegates will be able to:

- Design and lead high-stakes negotiation strategies aligned with organisational goals
- Interpret and influence behavioural dynamics in real-time negotiation environments
- Build and manage complex, value-creating agreements
- Navigate cultural, virtual, and sectoral differences with agility
- Drive alignment among internal and external stakeholders
- Sustain relationships while protecting critical interests
- Manage negotiation teams and dynamics with executive presence
- Reflect and improve upon negotiation outcomes for continuous growth

## Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

**RESERVE A PLACE**