ARTIFICIAL INTELLIGENCE

AI7-2 Leveraging Artificial Intelligence for Better Negotiation

Artificial intelligence is transforming the way negotiations are prepared, executed, and evaluated. For negotiation professionals, AI offers far more than content generation. It can be used to analyse complex information, uncover insights, identify risks and opportunities, test assumptions, generate strategic options, simulate negotiation scenarios, and support more informed decision-making. This practical programme explores how AI can be integrated throughout the negotiation lifecycle to enhance preparation, strengthen strategy development, improve communication, and increase negotiation effectiveness. Participants will learn how to use AI as a strategic partner, enabling them to work more efficiently, make better decisions, and achieve stronger outcomes while maintaining the human judgement, influence, and relationship management that remain critical to successful negotiations.

Course Information

Duration: 2 days

London (£1980): 16th June 2026, 4th August 2026, 29th September 2026, 17th November 2026, 26th January 2027, 20th April 2027, 29th June 2027, 17th August 2027, 12th October 2027, 30th November 2027, 7th March 2028

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 designed for professionals who are involved in commercial, procurement, sales, contract, supplier, stakeholder, or business negotiations and want to enhance their effectiveness through the practical application of artificial intelligence. It is particularly valuable for managers, leaders, consultants, advisors, and negotiation specialists seeking to use AI to improve preparation, strengthen strategic decision-making, enhance communication, and achieve better negotiation outcomes.

Course profile

AI for Negotiation Intelligence and Strategy

- Understanding the AI tools available to negotiation professionals
- Using AI to research, analyse, and summarise complex information
- AI-assisted stakeholder and counterpart analysis
- Identifying risks, opportunities, and leverage points using AI
- Generating strategic options, alternatives, and negotiation approaches
- Using AI to challenge assumptions and uncover blind spots
- AI-powered negotiation simulations and role-play scenarios
- Scenario testing, forecasting, and strategic decision support

AI for Negotiation Execution and Performance

- Using AI to develop persuasive negotiation communications
- Preparing proposals, counter-offers, and negotiation responses with AI
- AI-assisted preparation for difficult conversations and objections
- Using AI to support decision-making during negotiations
- Analysing negotiation meetings, discussions, and outcomes
- Extracting commitments, risks, actions, and insights from negotiation data
- Creating negotiation playbooks, prompt libraries, and AI assistants
- Ethical, legal, confidentiality, and governance considerations

Competencies

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

- Use AI to gather and analyse negotiation intelligence
- Generate and evaluate negotiation strategies using AI
- Identify risks, opportunities, and leverage points through AI insights
- Apply AI to scenario planning and negotiation simulations
- Use AI to challenge assumptions and test negotiation approaches
- Build AI workflows to support negotiation preparation
- Use AI to strengthen negotiation communication and influence
- Apply AI to support decision-making during negotiations

- Analyse negotiation discussions and outcomes using AI
- Extract insights from meetings, transcripts, and negotiation data
- Evaluate the ethical and practical considerations of AI use
- Develop an AI-enabled approach to negotiation practice
- Leave with a practical toolkit of prompts, techniques, and workflows for immediate application

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

RESERVE A PLACE