

## NEGOTIATING UNDER PRESSURE: STAYING SHARP WHEN IT COUNTS

<b>Start Date:</b>	06/01/2026	<b>End Date:</b>	06/05/2026
<b>Categories:</b>	Sales & Customer Service	<b>Venues:</b>	Madrid
<b>Formats:</b>	In Person	<b>Instructors:</b>	

### OVERVIEW

This course teaches participants how to remain composed, strategic, and effective during high-stress or time-sensitive negotiations. It provides tools for emotional regulation, framing tactics, and agile decision-making when the stakes are high and pressure is on.

### OBJECTIVES

By the end of this course, participants will be able to:

- Stay composed and focused under pressure and uncertainty.
- Use reframing techniques to shift the narrative and reduce conflict.
- Employ stress-tested negotiation strategies to regain control.
- Manage tight deadlines and surprise objections with poise.
- Turn pressure situations into high-impact opportunities.

### COURSE OUTLINE

1- The Psychology of Pressure and Its Effects on Negotiation  
2- Tools for Staying Grounded and Regaining Control  
3- Strategic Reframing and Narrative Shifts  
4- Responding to Objections and Last-Minute Demands  
5- Practicing Negotiation Agility in Simulated Pressure Scenarios

### TARGET AUDIENCE

All Supervisory Levels, Sales leaders, emergency negotiators, procurement teams, and professionals in fast-paced or high-stakes industries.

### METHODOLOGY

Live pressure drills, scenario planning, resilience-building techniques, and dynamic group simulations.

### CONCLUSION

Participants will leave with tactical calmness and resilience, able to confidently negotiate through challenging, volatile, or high-pressure environments.

## DAILY AGENDA

### **Day 1: Understanding Pressure Triggers**

Explore how pressure impacts cognitive function and decision-making during negotiations.

### **Day 2: Mental Control & Tactical Calmness**

Build habits for emotional regulation and regain clarity when tensions rise.

### **Day 3: Reframing the Conversation**

Practice shifting the narrative and re-positioning discussions for win-win outcomes.

### **Day 4: Handling the Unexpected**

Respond to objections, surprises, and pressure tactics without losing control.

### **Day 5: Negotiating at the Edge**

Apply all techniques in a full-pressure negotiation simulation and receive peer feedback.

*Page 2 of 3*

*For more information, please contact us:*

*Email: [info@gatewayconsulting.com](mailto:info@gatewayconsulting.com) | Phone: +96522968641*

*<https://gatewayconsulting.com>*