

## BOARDROOM BARGAINING: CORPORATE-LEVEL NEGOTIATION SKILLS

<b>Start Date:</b>	21/06/2026	<b>End Date:</b>	25/06/2026
<b>Categories:</b>	Sales & Customer Service	<b>Venues:</b>	Dubai
<b>Formats:</b>	In Person	<b>Instructors:</b>	

### OVERVIEW

Tailored for senior executives, this course develops the skills to negotiate at the highest levels of business. It covers governance, M&A, joint ventures, and large-scale procurement negotiations where power, politics, and precision define the outcomes.

### OBJECTIVES

By the end of this course, participants will be able to: – Lead high-level negotiations involving complex commercial or political dynamics. – Navigate multi-party interests and boardroom power plays with finesse. – Develop and execute negotiation strategies aligned with corporate risk and opportunity. – Manage confidentiality, compliance, and reputational risks in executive deals. – Influence stakeholders and gain consensus in board-level negotiations.

### COURSE OUTLINE

1- Executive-Level Negotiation Strategy & Preparation 2- Multi-Party Dynamics, Power, and Politics 3- High-Value, High-Stakes Deal Structuring 4- Legal and Reputational Risk Management 5- Closing Deals at the Boardroom Table

### TARGET AUDIENCE

All Supervisory Levels, C-level executives, corporate development leads, legal advisors, and senior decision-makers involved in strategic negotiations.

### METHODOLOGY

Case study analysis, boardroom simulation labs, team negotiation drills, risk workshops, and executive coaching.

### CONCLUSION

Participants will develop sharp strategic instincts, risk awareness, and boardroom presence to lead and close enterprise-level negotiations.

## DAILY AGENDA

### Day 1: Strategic Deal Preparation

Define goals, map risks, and prepare negotiation strategies fit for the boardroom.

### Day 2: Power Dynamics & Influence

Master political awareness and leadership positioning in high-level settings.

### Day 3: Structuring Executive Deals

Build and negotiate terms around partnerships, M&A, and complex contracts.

### Day 4: Risk, Law & Governance

Balance compliance and reputational safeguards with business interests.

### Day 5: Boardroom Simulation Lab

Engage in a full-scale simulated negotiation to practice high-level techniques.

*For more information, please contact us:*

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