

NEGOTIATING UNDER PRESSURE: STAYING SHARP WHEN IT COUNTS

Start Date:	18/05/2026	End Date:	22/05/2026
Categories:	Sales & Customer Service	Venues:	Madrid
Formats:	In Person	Instructors:	

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.

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For more information, please contact us:

Email: info@gatewayconsulting.com | Phone: +96522968641

<https://gatewayconsulting.com>