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BOARDROOM BARGAINING: CORPORATE-LEVEL NEGOTIATION SKILLS

Start Date:	20/09/2026	**End Date:**	24/09/2026
Categories:	Sales & Customer Service	**Venues:**	Dubai
Formats:	In Person	**Instructors:**	

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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