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FROM DEADLOCK TO DEAL: UNLOCKING TOUGH NEGOTIATIONS

Start Date:	17/08/2026	**End Date:**	21/08/2026
Categories:	Sales & Customer Service	**Venues:**	Barcelona
Formats:	In Person	**Instructors:**	

OVERVIEW

Focused on breaking through negotiation impasses, this course delivers proven strategies to turn deadlocks into productive dialogue. Participants will learn how to identify hidden interests, create movement, and shift rigid positions to forge strong, lasting agreements.

OBJECTIVES

By the end of this course, participants will be able to: – Recognize deadlock patterns and understand their root causes. – Break resistance through bridging techniques and creative deal-making. – Move discussions forward using shared interests and compromise paths. – Maintain momentum when faced with rigid or combative stakeholders. – Recover stalled negotiations without sacrificing value.

COURSE OUTLINE

1- Anatomy of a Deadlock: Why Negotiations Stall 2- Diagnosing the Situation and Root Cause Mapping 3- Tools for Creating Movement: Bridging, Expanding, and Splitting 4- Finding Win Zones and Building Collaborative Momentum 5- Case-Based Simulations and Rebound Strategies

TARGET AUDIENCE

All Supervisory Levels, Negotiators, mediators, project managers, legal advisors, and professionals who deal with stalled discussions or combative environments.

METHODOLOGY

Root cause analysis, game theory simulations, bridging strategy labs, and post-deadlock recovery planning.

CONCLUSION

Participants will develop the mindset and tactical skills needed to revive tough negotiations and transform breakdowns into breakthroughs.

DAILY AGENDA

Day 1: Why Negotiations Break Down

Explore psychological, structural, and emotional causes of negotiation failure.

Day 2: Diagnosing the Deadlock

Use analytical frameworks to identify impasse points and power blocks.

Day 3: Unlocking Movement

Learn bridging, expanding, and concession design to find overlap and re-engage stakeholders.

Day 4: Creating Collaborative Energy

Shift mindset and tone from opposition to co-creation and shared gains.

Day 5: The Rebound Plan

Build personalized strategies to restart and close stalled deals.

For more information, please contact us:
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