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CONTRACTS MANAGEMENT | CON-020

Contract Negotiation Strategies for Complex Deals

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Course content

Why Attend

Complex deals such as major supply agreements, outsourcing arrangements, joint ventures, infrastructure contracts and technology licences involve many issues, multiple stakeholders, significant risk and long-term relationships. Negotiating them successfully requires far more than haggling over price: it demands careful preparation, a clear strategy, an understanding of each party's interests and the skill to trade value across many variables.

This Contract Negotiation Strategies for Complex Deals training course equips participants with advanced techniques for planning and conducting high-value, multi-issue negotiations. Participants learn how to analyse interests and power, develop alternatives and walk-away positions, structure packages and trade-offs, manage negotiation teams, handle difficult tactics and close deals that are robust and implementable.

Course Methodology

• The course is simulation-driven. Participants prepare for and conduct a series of increasingly complex negotiations in teams, with structured debriefs after each round. Short inputs on strategy and tactics, preparation templates and peer feedback help participants build a disciplined and adaptable negotiation approach.

Course Objectives

• Explain the dynamics of complex, multi-issue contract negotiations

• Analyse interests, priorities and power on both sides

• Develop strong alternatives and clear walk-away positions

• Design negotiation strategies, packages and concession plans

• Create and claim value through trade-offs across issues

• Lead and coordinate negotiation teams effectively

Target Audience

• Contract and commercial managers

• Procurement and category managers

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Course content

- Sales and business development directors
- Legal counsel involved in deal making

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Course outline

Detailed course outline

Day-by-day outline for Contract Negotiation Strategies for Complex Deals.

Day 1 - Foundations of Complex Negotiation

- 09:00-09:34 | Characteristics of complex commercial negotiations
- 09:34-10:08 | Distributive and integrative negotiation compared
- 10:08-10:42 | The negotiation life cycle from preparation to implementation
- 10:42-11:00 | Cultural and organisational influences on negotiation
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Cultural and organisational influences on negotiation (continued)
- 11:46-12:20 | Lessons from major deals that succeeded or failed
- 12:20-12:53 | Personal negotiation styles and self-assessment
- 12:53-14:00 | Simulation: a short two-party warm-up negotiation

Day 2 - Strategic Preparation

- 09:00-09:30 | Mapping issues, interests and priorities on both sides
- 09:30-10:30 | Developing your best alternative and walk-away point
- 10:30-11:00 | Estimating the other party's alternatives and constraints
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Assessing sources of negotiation power
- 12:00-12:30 | Setting targets, opening positions and concession plans
- 12:30-13:00 | Preparing mandates and internal approvals
- 13:00-14:00 | Workshop: preparing a negotiation plan for a complex deal

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Day 3 - Creating and Claiming Value

- 09:00-09:30 | Identifying tradable variables beyond price
- 09:30-10:30 | Designing packages and multiple equivalent offers
- 10:30-11:00 | Logrolling and contingent agreements
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Making and responding to first offers
- 12:00-12:30 | Managing concessions and the pace of movement
- 12:30-13:00 | Using objective criteria and benchmarks
- 13:00-14:00 | Simulation: a multi-issue supply agreement negotiation

Day 4 - Teams, Tactics and Difficult Situations

- 09:00-09:34 | Roles within a negotiation team
- 09:34-10:08 | Internal negotiation and alignment with stakeholders
- 10:08-10:42 | Recognising hard-bargaining and manipulative tactics
- 10:42-11:00 | Responding to deadlines, ultimatums and bluffs
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Responding to deadlines, ultimatums and bluffs (continued)
- 11:46-12:20 | Breaking deadlock and reframing issues
- 12:20-12:53 | Negotiating remotely and across cultures
- 12:53-14:00 | Simulation: a team negotiation with difficult tactics

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Day 5 - Closing and Implementing the Deal

- 09:00-09:30 | Recognising when and how to close
- 09:30-10:00 | Summarising agreements and avoiding misunderstandings
- 10:00-10:30 | Translating negotiated terms into contract language
- 10:30-11:00 | Building relationships for long-term implementation
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Building relationships for long-term implementation (continued)
- 12:00-12:30 | Reviewing negotiation performance and lessons learned
- 12:30-13:30 | Final complex negotiation simulation with debrief
- 13:30-14:00 | Personal action plan for complex negotiations

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Seminar dates

Available seminar dates

Live dates and pricing for Contract Negotiation Strategies for Complex Deals generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	London	Classroom	**€2,915**
7 - 11 December 2026	Barcelona	Classroom	**€2,275**
14 - 18 December 2026	Frankfurt	Classroom	**€2,175**
25 - 29 January 2027	London	Classroom	**€2,915**
4 - 8 January 2027	Barcelona	Classroom	**€2,275**
11 - 15 January 2027	Frankfurt	Classroom	**€2,175**
18 - 22 January 2027	Geneva	Classroom	**€3,315**
1 - 5 February 2027	London	Classroom	**€2,915**
8 - 12 February 2027	Barcelona	Classroom	**€2,275**
15 - 19 February 2027	Frankfurt	Classroom	**€2,175**

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Seminar dates

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Live dates and pricing for Contract Negotiation Strategies for Complex Deals generated from the course details page.

Date	Location	Format	Fee
22 - 26 February 2027	Istanbul	Classroom	**€2,825**
8 - 12 March 2027	London	Classroom	**€2,915**
15 - 19 March 2027	Barcelona	Classroom	**€2,275**
22 - 26 March 2027	Frankfurt	Classroom	**€2,175**
1 - 5 March 2027	Kuala lumpur	Classroom	**€2,425**
19 - 23 April 2027	London	Classroom	**€2,915**
26 - 30 April 2027	Barcelona	Classroom	**€2,275**
5 - 9 April 2027	Frankfurt	Classroom	**€2,175**
12 - 16 April 2027	Madrid	Classroom	**€3,400**
24 - 28 May 2027	London	Classroom	**€2,915**

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Date	Location	Format	Fee
3 - 7 May 2027	Barcelona	Classroom	**€2,275**
10 - 14 May 2027	Frankfurt	Classroom	**€2,175**
17 - 21 May 2027	Munich	Classroom	**€2,425**
21 - 25 June 2027	London	Classroom	**€2,915**
7 - 11 June 2027	Barcelona	Classroom	**€2,275**
14 - 18 June 2027	Frankfurt	Classroom	**€2,175**
12 - 16 July 2027	London	Classroom	**€2,915**
19 - 23 July 2027	Barcelona	Classroom	**€2,275**
26 - 30 July 2027	Frankfurt	Classroom	**€2,175**
5 - 9 July 2027	Rome	Classroom	**€2,830**

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Seminar dates

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Date	Location	Format	Fee
16 - 20 August 2027	London	Classroom	**€2,915**
23 - 27 August 2027	Barcelona	Classroom	**€2,275**
2 - 6 August 2027	Frankfurt	Classroom	**€2,175**
9 - 13 August 2027	Vienna	Classroom	**€3,425**
20 - 24 September 2027	London	Classroom	**€2,915**
6 - 10 September 2027	Barcelona	Classroom	**€2,275**
13 - 17 September 2027	Frankfurt	Classroom	**€2,175**
4 - 8 October 2027	London	Classroom	**€2,915**
11 - 15 October 2027	Barcelona	Classroom	**€2,275**
18 - 22 October 2027	Frankfurt	Classroom	**€2,175**

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Seminar dates

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Date	Location	Format	Fee
25 - 29 October 2027	Cape Town	Classroom	**€1,825**
8 - 12 November 2027	London	Classroom	**€2,915**
15 - 19 November 2027	Barcelona	Classroom	**€2,275**
22 - 26 November 2027	Frankfurt	Classroom	**€2,175**
1 - 5 November 2027	Dubai	Classroom	**€2,845**
20 - 24 December 2027	London	Classroom	**€2,915**
27 - 31 December 2027	Barcelona	Classroom	**€2,275**
6 - 10 December 2027	Frankfurt	Classroom	**€2,175**
13 - 17 December 2027	Geneva	Classroom	**€3,315**
21 - 25 December 2026	Online / Live	Online / Live	**€1,625**

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Live dates and pricing for Contract Negotiation Strategies for Complex Deals generated from the course details page.

Date	Location	Format	Fee
7 - 11 December 2026	Online / Live	Online / Live	**€1,625**
14 - 18 December 2026	Online / Live	Online / Live	**€1,625**
25 - 29 January 2027	Online / Live	Online / Live	**€1,625**
4 - 8 January 2027	Online / Live	Online / Live	**€1,625**
11 - 15 January 2027	Online / Live	Online / Live	**€1,625**
18 - 22 January 2027	Online / Live	Online / Live	**€1,625**
1 - 5 February 2027	Online / Live	Online / Live	**€1,625**
8 - 12 February 2027	Online / Live	Online / Live	**€1,625**
15 - 19 February 2027	Online / Live	Online / Live	**€1,625**
22 - 26 February 2027	Online / Live	Online / Live	**€1,625**

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Date	Location	Format	Fee
8 - 12 March 2027	Online / Live	Online / Live	**€1,625**
15 - 19 March 2027	Online / Live	Online / Live	**€1,625**
22 - 26 March 2027	Online / Live	Online / Live	**€1,625**
1 - 5 March 2027	Online / Live	Online / Live	**€1,625**
19 - 23 April 2027	Online / Live	Online / Live	**€1,625**
26 - 30 April 2027	Online / Live	Online / Live	**€1,625**
5 - 9 April 2027	Online / Live	Online / Live	**€1,625**
12 - 16 April 2027	Online / Live	Online / Live	**€1,625**
24 - 28 May 2027	Online / Live	Online / Live	**€1,625**
3 - 7 May 2027	Online / Live	Online / Live	**€1,625**

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Date	Location	Format	Fee
10 - 14 May 2027	Online / Live	Online / Live	**€1,625**
17 - 21 May 2027	Online / Live	Online / Live	**€1,625**
21 - 25 June 2027	Online / Live	Online / Live	**€1,625**
7 - 11 June 2027	Online / Live	Online / Live	**€1,625**
14 - 18 June 2027	Online / Live	Online / Live	**€1,625**
12 - 16 July 2027	Online / Live	Online / Live	**€1,625**
19 - 23 July 2027	Online / Live	Online / Live	**€1,625**
26 - 30 July 2027	Online / Live	Online / Live	**€1,625**
5 - 9 July 2027	Online / Live	Online / Live	**€1,625**
16 - 20 August 2027	Online / Live	Online / Live	**€1,625**

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Date	Location	Format	Fee
23 - 27 August 2027	Online / Live	Online / Live	**€1,625**
2 - 6 August 2027	Online / Live	Online / Live	**€1,625**
9 - 13 August 2027	Online / Live	Online / Live	**€1,625**
20 - 24 September 2027	Online / Live	Online / Live	**€1,625**
6 - 10 September 2027	Online / Live	Online / Live	**€1,625**
13 - 17 September 2027	Online / Live	Online / Live	**€1,625**
4 - 8 October 2027	Online / Live	Online / Live	**€1,625**
11 - 15 October 2027	Online / Live	Online / Live	**€1,625**
18 - 22 October 2027	Online / Live	Online / Live	**€1,625**
25 - 29 October 2027	Online / Live	Online / Live	**€1,625**

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22 - 26 November 2027	Online / Live	Online / Live	**€1,625**
1 - 5 November 2027	Online / Live	Online / Live	**€1,625**
20 - 24 December 2027	Online / Live	Online / Live	**€1,625**
27 - 31 December 2027	Online / Live	Online / Live	**€1,625**
6 - 10 December 2027	Online / Live	Online / Live	**€1,625**
13 - 17 December 2027	Online / Live	Online / Live	**€1,625**