CORPORATE NEGOTIATION PROFESSIONAL · ADVANCED DEEP DIVE

Advanced strategy. Tactical mastery. Cross-cultural fluency.

Three days. Three filmed games. The last one multi-party.

A three-day deep dive that moves experienced negotiators from conscious competence to instinctive mastery – three video-recorded games, the complete tactical playbook and a multi-party international exercise on Day 3.

FORMAT	GROUP	PREREQUISITE	LEVEL
3 days · 24 hours · in person	**8–16 experienced participants**	**Foundation or equivalent experience**	**Advanced · Tier 2**

AT A GLANCE

Three days. Three video-recorded games. The **complete tactical playbook** – seven categories, **30+ individual tactics** – applied across progressively complex simulations. The full suite of **advanced planning tools**: trade-storming, issue maps, move planners. And a **multi-party, cross-cultural** exercise on Day 3. Participants leave with instinctive mastery, not just deliberate competence.

WHO THIS IS FOR

Experienced negotiators who want to deepen their strategic capability and tactical repertoire. Ideal for professionals who negotiate **complex, high-value or international** agreements where conscious competence is no longer enough.

Senior commercial managers · Procurement directors · Business development leaders · Strategic accounts · Cross-border deal-makers

Prerequisite: **the Foundation program** or equivalent negotiation experience. Best run as an in-house cohort against the complex deals or international engagements your team is preparing for.

WHAT YOU WILL LEARN

- Master **advanced Negotiation Face** positioning and strategic movement.
- Understand **authority, empowerment** and team negotiation dynamics.
- Deploy the complete tactical playbook – **5+ categories, 30+ tactics**.
- Use advanced planning tools: **trade-storming, issue maps, move planners**.
- Build **conditional proposals** across multi-variable deals.
- Apply **emotional intelligence and Transactional Analysis** at an advanced level.
- Navigate **cross-cultural** negotiation with awareness of regional styles.
- Negotiate in **three progressively complex** video-recorded games.
- Review advanced behaviors through **structured video analysis**.
- Develop a **mastery-level** personal development plan.

WHAT SETS IT APART

Three games. Each more complex. The final one cross-cultural and multi-party.

Day 3 introduces three or more teams representing different organizations from different cultural backgrounds, each with distinct objectives, constraints and cultural styles – applying everything from Days 1 and 2 under multi-party, international pressure, on camera.

THE CURRICULUM · THREE DAYS, FIVE SESSIONS A DAY

01

Advanced strategy, authority and teams

Strategic positioning and team dynamics.

MORNING	Advanced Negotiation Face – strategic positioning and movement.
MORNING	Authority, empowerment and team negotiation dynamics.
LATE AM	Emotional intelligence and Transactional Analysis – advanced.
PM	Game 1 – complex multi-variable team exercise. • VIDEO
PM	Video Analysis 1 – strategic review. • VIDEO

02

Tactical mastery and advanced planning

The complete tactical playbook on camera.

MORNING	The complete tactical playbook – all 5+ categories, 30+ tactics.
MORNING	Advanced planning tools – trade-storming, issue maps, move planner.
LATE AM	Conditional proposals and creative deal-shaping.
PM	Game 2 – advanced tactical exercise. • VIDEO
PM	Video Analysis 2 – tactical mastery review. • VIDEO

03

Cross-cultural and mastery integration

The multi-party international exercise.

MORNING	Cross-cultural negotiation – dimensions and regional styles.
MORNING	Adapting your approach – negotiating across cultures.
LATE AM	Multi-party international negotiation briefing.
PM	Game 3 – international multi-party exercise. • VIDEO
PM	Comprehensive video analysis and mastery plan. • VIDEO

PRINCIPLES PARTICIPANTS LEAVE WITH

1 **Power is perception** – manage it actively.

2 The tactic is not the strategy; never lose the **bigger picture**.

3 **Cultural awareness** is a competitive advantage.

4 Plan **obsessively**, but adapt fluidly.

BRING CNP ADVANCED DEEP DIVE TO YOUR TEAM

Start with a 20-minute call.

1. A 20-minute call about what prompted you to get in touch – no slides, one question.
2. A program design and a quotation within five working days.
3. Pre-course materials ten days ahead; a mastery cohort report within seven working days of the close.

THE CNP SERIES · THE PREREQUISITE

Foundation, two days: the behaviors, the Negotiation Face, BATNA / WATNA / ZOPA, STROB questioning and two video-recorded games. Equivalent experience also qualifies.

TIER 1	**Foundation** – 2 days, in person. The fundamentals, on video.
TIER 2	**Advanced Deep Dive** – 3 days, in person. The complete tactical playbook. **This course.**
TIER 3	**AI-Augmented** – 4 hours, live online. AI in the negotiation process.

ABOUT RAIM CONSULTING GROUP

RAIM Consulting Group is an AI-native consultancy in Prague. Beyond the AI work, we run the Corporate Negotiation Professional training for sales and purchasing teams, delivered in-house with filmed practice. The program codifies two decades of cross-border deal-making into a behavior-led, video-reviewed discipline. Lead facilitators: **Roman Antoš** and **Filip Gröschl**.

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