CORPORATE NEGOTIATION PROFESSIONAL · AI-AUGMENTED

AI prepares. The human decides.

Four hours, live online. Every decision stays in human hands.

A four-hour advanced program, delivered live online, that brings an AI assistant alongside the entire negotiation lifecycle – preparing faster, seeing more options, stress-testing decisions – while every decision stays firmly in human hands.

FORMAT	GROUP	DELIVERY	LEVEL
4 hours · live · instructor-led	**8–16 experienced negotiators**	**English or Czech · live online**	**Advanced practitioner · Tier 3**

AT A GLANCE

Four hours on the practical use of AI across the **negotiation process** – prepare, plan, table, caucus, close, review – governed by four disciplines: **delegation, description, discernment and diligence**. Live demonstrations and hands-on work at every step. Participants leave with a personal **Decision-Rights Map**, a reusable negotiation brief, a discernment checklist and a 30/60/90-day adoption plan.

WHO THIS IS FOR

Experienced negotiators who have completed the **Foundation and Advanced tiers** – or bring equivalent experience – and now want to fold AI into their practice in a disciplined, controlled way.

Commercial leaders · Business owners · Sales · Procurement and sourcing · Business development · Strategy and change

This tier does **not re-teach the fundamentals**: the 14 behaviors, the Negotiation Face, BATNA / WATNA / ZOPA, STROB and the tactical playbook are assumed as working knowledge.

WHAT YOU WILL LEARN

- Design a **human–AI Decision-Rights Map** for any negotiation.
- Write a reusable **negotiation brief** that never leaks protected information.
- Compress preparation – intelligence, interests, trade-storming, **BATNA / ZOPA** modeling – then verify it.
- Apply structured **discernment** to catch the specific ways AI fails a negotiator.
- Use AI in **caucus** and between rounds without losing presence at the table.
- Rehearse against an **AI counterpart**; use AI as a coach against the 14 behaviors.
- Work to a clear **diligence standard**: confidentiality, ethics, transparency, accountability.

THE OPERATING PRINCIPLE

AI prepares and analyzes. The human decides and negotiates.

The human negotiator is always accountable and the sole decider – for strategy, targets, concessions, commitments and anything said or sent to the counterparty. AI produces work – research, models, drafts, simulations – in a support role only. AI never decides, sends or commits.

THE CURRICULUM · FOUR HOURS, TWO PARTS

01

Prepare and plan with AI

The back office: delegation, briefing, preparation, modeling.

1.1	The AI-augmented negotiator – the operating principle.
1.2	Delegation – designing your human–AI division of labor.
1.3	Description – briefing the AI without leaking secrets.
1.4	AI-assisted preparation – intelligence and interests, verified.
1.5	AI-assisted trade-storming and deal modeling.

02

Negotiate, close and govern

AI in caucus – never at the table.

2.1	Augmentation in caucus – support without losing control.
2.2	Discernment under pressure – the “spot the flaw” lab.
2.3	AI as sparring partner – simulation and rehearsal.
2.4	Diligence – ethics, confidentiality, transparency, accountability.
2.5	AI-assisted close and review.
2.6	Capstone – personal map, self-assessment, 30/60/90 plan.

THE GOLDEN RULES OF AI-AUGMENTED NEGOTIATION

1 The **human** decides; the AI prepares.

2 Treat every AI fact as a **claim** until you have checked the source.

3 Targets, limits and walk-aways are **never delegated**.

4 The live table stays **device-free**; AI works in the back office and caucus.

BRING CNP AI-AUGMENTED 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. We confirm the group meets the Tier 1–2 prerequisite, the AI tools available and the commercial context that shapes the two bespoke case packs.
2. A program-design note and a quotation within five working days.

THE CNP SERIES · BEFORE THIS TIER

Foundation and Advanced Deep Dive, or equivalent experience. This tier assumes their tools as working knowledge.

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

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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