CORPORATE NEGOTIATION PROFESSIONAL · FOUNDATION

Mastering the fundamentals of professional negotiation.

Two days. Two filmed negotiations. Evidence, not theory.

A two-day introductory program that moves senior commercial people from instinct to deliberate practice – with two live, video-recorded negotiation games and a ninety-day workplace plan.

FORMAT	GROUP	DELIVERY	LEVEL
2 days · 16 hours · in person	**8–16 participants**	**English or Czech · Prague or on site**	**Introductory · Tier 1**

AT A GLANCE

Two days. Two video-recorded games. The **behaviors** of skilled negotiators, the **Negotiation Faces**, **BATNA / WATNA / ZOPA**, the **STROB** questioning method, the tactical playbook – taught, practiced on camera, then reviewed against six observation dimensions. Participants leave with evidence, not theory.

WHO THIS IS FOR

Professionals who **negotiate as part of their role** but have not received formal negotiation training. Ideal as a cohort for commercial teams whose members enter eight-figure conversations on instinct and a hallway briefing.

Account managers · Sales · Procurement · Project managers · Business development · Stakeholder owners

Best run as an **in-house cohort** against the specific deals, vendors or buyers your team is actually negotiating with. The exercises can be tailored to your sector.

WHAT YOU WILL LEARN

- Map the full spectrum of negotiation with the **Negotiation Faces**.
- Apply the **core behaviors** of skilled negotiators.
- Establish **BATNA, WATNA, ZOPA** and reservation price before every deal.
- Manage emotions, power dynamics and the balance of power.
- Question effectively with the **STROB** method.
- Recognize and counter common **negotiation tactics**.
- Negotiate live in **video-recorded** exercises.
- Review your own performance against six observation dimensions.
- Build a **ninety-day** personal development plan.

WHAT SETS IT APART

Two live exercises. Both recorded. Both reviewed on camera.

Participants consistently report that watching themselves negotiate – seeing their own habits, tells and patterns – produces deeper self-awareness than any other learning method. It bridges the gap between knowing what to do and actually doing it.

THE CURRICULUM · TWO DAYS, SIX SESSIONS A DAY

01

Fundamentals and first practice

From the Negotiation Face to the first recorded game.

MORNING	The Negotiation Face – understanding the spectrum.
MORNING	Power, BATNA, WATNA and ZOPA – building your position.
LATE AM	The core behaviors of skilled negotiators.
AFTERNOON	Negotiation Game 1 – paired exercise. • VIDEO
AFTERNOON	Video Analysis 1 – reviewing performance. • VIDEO
LATE PM	Day 1 reflection and key takeaways.

02

Communication, tactics and advanced practice

From managing emotions to mastery on camera.

MORNING	The E Factor – managing emotions in negotiation.
MORNING	Questioning techniques – the STROB method.
LATE AM	Tactical awareness – recognizing and deploying tactics.
AFTERNOON	Negotiation Game 2 – team exercise. • VIDEO
AFTERNOON	Video Analysis 2 – tactical review. • VIDEO
LATE PM	Personal development plan and program close.

PRINCIPLES EVERY PARTICIPANT LEAVES WITH

1 **Always prepare** – never wing it.

2 Every concession must be **conditional**.

3 **Silence** is your most powerful tool.

4 Understand the other party's position from **inside their head**.

BRING CNP FOUNDATION 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 cohort report within seven working days of the close.

THE CNP SERIES · AFTER FOUNDATION

Advanced Deep Dive: three days, three games, mastery on video – the complete tactical playbook applied across progressively complex simulations. 3 days · 24 hours · 35+ tactical moves.

TIER 1	**Foundation** – 2 days, in person. The fundamentals, on video. **This course.**
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.

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**.

Roman Antoš · Managing Partner · roman.antos@raimconsulting.com

Filip Gröschl · Managing Partner · filip.groschl@raimconsulting.com

letsdiscuss@raimconsulting.com · www.raimconsulting.com · Prague