

CORPORATE NEGOTIATION PROFESSIONAL • ADVANCED DEEP DIVE

Advanced strategy. Tactical mastery.

Cross-cultural fluency.

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

3 days • 24 hours • in person

COHORT

8–16 experienced participants

PRE-REQUISITE

2-Day Foundation or equivalent

LEVEL

Advanced • Deep Dive

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 MGRS

PROCUREMENT DIRECTORS

BD LEADERS

STRATEGIC ACCOUNTS

CROSS-BORDER DEAL-MAKERS

Pre-requisite: **completion of the 2-Day Foundation** programme or equivalent negotiation experience. Best run as an in-house cohort against the specific complex deals or international engagements the team is preparing for.

WHAT YOU WILL LEARN

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

THE ADVANCED DIFFERENTIATOR

3 GAMES

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

Day 3 introduces three or more teams representing different organisations 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 PER DAY

01

ADVANCED
STRATEGY,
AUTHORITY & TEAMS

Strategic positioning and team dynamics.

MORNING	Advanced Negotiation Face — strategic positioning & movement.
MORNING	Authority, empowerment & team negotiation dynamics.
LATE AM	Emotional Intelligence & Transactional Analysis — advanced.
PM	Game 1 — complex multi-variable team exercise. ●
PM	Video Analysis 1 — strategic review. ●

02

TACTICAL MASTERY
&
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 & creative deal-shaping.
PM	Game 2 — advanced tactical exercise. ●
PM	Video Analysis 2 — tactical mastery review. ●

03

CROSS-CULTURAL &
MASTERY
INTEGRATION

The multi-party international exercise.

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

THE NEGOTIATOR'S GOLDEN RULES • ADVANCED

Principles participants leave with.

- 01 *Power is perception* — manage it actively.
- 02 The tactic is not the strategy; never lose the *bigger picture*.
- 03 *Cultural awareness* is competitive advantage.
- 04 Plan *obsessively*, but adapt fluidly.

BRING CNP ADVANCED TO YOUR TEAM

Start with a free 60-minute scoping call.

Two facilitators • one hour • no charge. Two-page programme design and fixed-fee quotation within five working days. Pre-course materials issue ten days ahead; mastery cohort report within seven working days of close.

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THE PREREQUISITE

CNP • Foundation (2 days).

Required before Advanced. The fundamentals: behaviours, Negotiation Face, BATNA/WATNA/ZOPA, STROB questioning, two video-recorded games. Equivalent experience also qualifies.

2 DAYS • 16 HOURS • 14 BEHAVIOURS

ABOUT RAIM CONSULTING GROUP

RAIM Consulting Group is a Prague-based advisory practice working at the intersection of commercial negotiation, procurement intelligence and AI-native transformation. The CNP programme codifies what we have learned from two decades of cross-border deal-making into a behaviour-led, video-reviewed discipline. Lead facilitators: **Roman Antoš & Filip Gröschl**.

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