

CORPORATE NEGOTIATION PROFESSIONAL • AI-AUGMENTED

AI prepares. The *human* decides.

A four-hour advanced programme, 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	COHORT	DELIVERY	LEVEL
4 hours • live • instructor-led	8-16 experienced negotiators	EN or CZ • virtual • 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 the **AI Fluency 4D model**: Delegation, Description, Discernment, 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 **Introductory 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 & SOURCING

BUSINESS DEVELOPMENT

STRATEGY & CHANGE

This tier does **not re-teach the fundamentals**: the 14 Behaviours, 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** modelling — 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 Behaviours.
- Operate to a clear **diligence standard**: confidentiality, ethics, transparency, accountability.

THE OPERATING PRINCIPLE

Who decides?

AI prepares and analyses. 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 counterpart. AI is Responsible for producing work — research, models, drafts, simulations — in a support capacity only. AI never decides, sends, or commits.

The curriculum.

FOUR HOURS · TWO PARTS

01

PREPARE & PLAN WITH AI

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

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

02

NEGOTIATE, CLOSE & 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 & rehearsal.
- 2.5 Diligence — ethics, confidentiality, transparency, accountability.
- 2.6 AI-assisted close & review.
- 2.7 Capstone — personal map, 4D self-assessment, 30/60/90 plan.

THE GOLDEN RULES OF AI-AUGMENTED NEGOTIATION

Four principles every participant leaves with.

- 01 The *human* decides; the AI prepares.
- 02 Treat every AI fact as a *claim* until you have checked the source.
- 03 Targets, limits and walk-aways are *never delegated*.
- 04 The live table stays *device-free*; AI works in the back office and caucus.

BRING CNP AI-AUGMENTED TO YOUR TEAM

Start with a free 30-minute readiness call.

Both facilitators · thirty minutes · no charge. We confirm the cohort meets the Tier 1-2 pre-requisite, the AI tools available, and the commercial context that shapes the two bespoke case packs. Programme-design note and fixed-fee quotation within five working days.

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THE SERIES

Corporate Negotiation Professional — three tiers.

- TIER 1 **Foundation** — 2 days. The fundamentals, on video.
- TIER 2 **Advanced Deep Dive** — 3 days. The complete tactical playbook.
- TIER 3 **AI-Augmented** — 4 hours, live online. This programme.

TIERS 1-2 ARE THE PRE-REQUISITE

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 two decades of cross-border deal-making into a behaviour-led, video-reviewed discipline. Lead facilitators: **Roman Antoš & Filip Gröschl**. Governance framework: the AI Fluency 4D model (Dakan & Feller, with Anthropic).

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