

CORPORATE NEGOTIATION PROFESSIONAL • FOUNDATION

Mastering the *fundamentals* of professional negotiation.

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

FORMAT	COHORT	DELIVERY	LEVEL
2 days • 16 hours • in person	8–16 participants	EN or CZ • Prague or on site	Introductory • Foundation

AT A GLANCE

Two days. Two video-recorded games. The **behaviours** of skilled negotiators, the **Negotiation Faces**, **BATNA / WATNA / ZOPA**, the **STROB** questioning method, the tactical playbook — taught, practised 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 programme for commercial teams whose members enter eight-figure conversations on instinct and a kerbside 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 the team is actually negotiating against. The exercise content can be tailored to your sector.

WHAT YOU WILL LEARN

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

THE DIFFERENTIATOR

VIDEO

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 PER DAY

01

FUNDAMENTALS & FIRST PRACTICE

From the Negotiation Face to the first recorded game.

MORNING	The Negotiation Face — understanding the spectrum.
MORNING	Power, BATNA, WATNA & ZOPA — building your position.
LATE AM	The core behaviours 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 & ADVANCED PRACTICE

From emotion management to mastery on camera.

MORNING	The E Factor — managing emotions in negotiation.
MORNING	Questioning techniques — the STROB method.
LATE AM	Tactical awareness — recognising & deploying tactics.
AFTERNOON	Negotiation Game 2 — team exercise. ● VIDEO
AFTERNOON	Video Analysis 2 — tactical review. ● VIDEO
LATE PM	Personal development plan & programme close.

THE NEGOTIATOR'S GOLDEN RULES

Principles every participant leaves with.

- 01 *Always prepare* — never wing it.
- 02 Every concession must be *conditional*.
- 03 *Silence* is your most powerful tool.
- 04 Understand the other party's position from inside their head.

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

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AFTER FOUNDATION

CNP · Advanced Deep Dive.

Three days. Three games. Mastery on video. For experienced negotiators moving from conscious competence to instinctive mastery — the complete tactical playbook applied across progressively complex simulations.

3 DAYS · 24 HOURS · 35+ TACTICAL MOVES

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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