

Curriculum **Master Negotiator**

An international program for executives

with Dr. Stefan Amin Talab

The outcome of negotiations is neither a matter of fate nor good arguments alone. Understanding unwritten rules in the process helps you to achieve your goals most efficiently. The Curriculum is divided into five different blocks that cover all important aspects of the "negotiation game". The consecutive attendance of blocks 1–5 is advisable but not compulsory as blocks are focusing on different negotiation areas.



Block 1 3 days

Negotiation Master Power

- You find out about the principle powers and strengths of the Master Negotiator and exchange your respective experience
- Train different cases and decide which skills to focus on
- Receive immediate feedback and try out techniques
- You do get a good understanding of the negotiation phases and the most important caveats

Block 2 2–3 days

Psycho-logic Negotiator

- You will get a thorough overview of different negotiation types
- You will find out and discuss how to best deal with them
- You will test your pokerface and bluffing techniques
- Relationship building and the "trust-factor" in negotiations

Block 3 2–3 days

Strategy Compass

- Look at negotiation strategies and -concepts from a bird's perspective
- Find out what the discerning factors are and then map out your strategy
- Get immediate feedback if the "Harvard Concept", Nixon's 10 commandments of negotiation or other concepts fit you best

Negotiator

Conviction rhetoric

Persuasion in Argumentation

Organizational information:

For this in-house curriculum, all workshop venues (on and off-site) and dates can be arranged to accommodate your business and geographical needs.

Blocks can be held in English, German or Spanish with simultaneous translation, if requested (e.g. into Russian, Arabic, French...).

Each block is designed for 2–4 days and to include up to 15 participants. Contents and the specific duration will be customized to your organization. Homework and course assignments in between blocks support the skill-building process.

Costs for each workshop participant start around € 250/day, depending on the total number of blocks booked and delegates participating.

Block 4 4 days

Conviction rhetoric

- You find out how strong your communication is and how your style affects the outcome of the negotiation
- You get to know different communication models and try them out in negotiations
- You assess different communication patterns of your negotiation partners and will receive feedback yourself

Block 5 2–3 days

Persuasion in Argumentation

- You will get a good overview over tactics and counters
- You are trying out different argumentation models
- You receive feedback concerning your persuasive abilities.



Curriculum

Master Negotiator



This curriculum

offers you the opportunity to develop negotiation skills with our hands-on “experience learning” approach. 5 blocks illuminate important concepts from negotiation styles over psychological elements to the strategy compass.

The objective

You will better understand the background and decisive aspects of the negotiation process and the practical implementation of different techniques. This way you can extend your room for maneuver in your negotiations.

The training method

You will get direct feedback on your actions and behavior and learn what was supportive in reaching your goal and what you can still work on. You train by trying out your skills in different cases and discuss and compare results.



Details to the contents can be found in the book **“The Master Negotiator”** ISBN 978-3-9502269-5-9, which serves as foundation and documentation for this curriculum.

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