

## Workshop: “Negotiation Skills”



<p>July 14th, 2026 09:00 – 11:30</p>	<p>July 15th, 2026 09:00 – 11:30</p>
<p><b>1. Introduction to negotiation</b></p> <ul style="list-style-type: none"> <li>- Born or made?</li> <li>- Origins</li> <li>- Negotiation phases</li> </ul> <p><b>2. Negotiation scenarios</b></p> <ul style="list-style-type: none"> <li>- Hard negotiation</li> <li>- Collaborative negotiation</li> <li>- Smart negotiation</li> <li>- Avoidant negotiation</li> <li>- Hybrid negotiation</li> </ul> <p><b>3. Your position at the negotiation table</b></p> <ul style="list-style-type: none"> <li>- ¿Are you a good negotiator? - test</li> <li>- ¿What’s your negotiation style? - test</li> <li>- Negotiator profile - test</li> <li>- Understanding and using your position</li> </ul> <p><b>4. Psychological aspects of negotiation</b></p> <ul style="list-style-type: none"> <li>- Body language</li> <li>- Phrases to persuade</li> <li>- Showing emotion</li> </ul> <p><b>5. Exercise</b></p> <ul style="list-style-type: none"> <li>- Role-play game</li> </ul> <p style="text-align: center;"><i>Q &amp; A Session</i></p>	<p><b>1. Negotiation strategies:</b></p> <ul style="list-style-type: none"> <li>- Focus on objectives</li> <li>- Focus on position and framing</li> <li>- Involving other actors or not</li> <li>- Real Case Study Examples</li> </ul> <p><b>2. New tactics of negotiation:</b></p> <ul style="list-style-type: none"> <li>- Current trends</li> <li>- Tactics connected to strategy and environment</li> <li>- AI solutions for negotiations</li> <li>- Real Case Study Examples</li> </ul> <p><b>3. Group Exercise:</b></p> <ul style="list-style-type: none"> <li>- Real-life negotiation divided into groups</li> </ul> <p style="text-align: center;"><i>Q &amp; A Session</i></p>