

Negotiation Next: Mastering Human-AI Dynamics

Redefine negotiation for a world where intuition meets AI

2 DAYS WORKSHOP | MIN PARTICIPANTS | Available Languages: DE+EN+FR+HU

SOFT SKILLS

AVIATIONNOW.ACADEMY

Description

Redefine how you influence, decide, and create value in the age of intelligence. In today's business world, negotiation has evolved far beyond the table, it's a fusion of human insight, emotional intelligence, and digital fluency. The most effective negotiators no longer just read people; they read data, patterns, and intent.

This program equips you to lead in that new reality, where empathy meets analytics and AI becomes your most powerful negotiation partner. Negotiation Next is a two-day immersive learning experience that reimagines traditional negotiation for the era of augmented intelligence. Designed for sales leaders, managers, and professionals in high-impact roles, the course blends the timeless principles of trust, communication, and influence with the latest advances in behavioral science and AI-assisted strategy. Participants learn how to prepare, adapt, and perform in negotiations shaped by fast information flows, hybrid communication channels, and digital decision-making. Throughout this experience, you will explore how to decode human behavior and digital signals to anticipate the other side's needs, use AI-driven insights to prepare and plan effectively, and build trust in an increasingly virtual and data-saturated world. It's about mastering the future of influence - where technology amplifies humanity, and every interaction becomes an opportunity to create lasting value.

Target group

- Leaders, managers, and professionals who negotiate, influence, or collaborate in a digital world
- Sales and commercial experts aiming to elevate their strategic communication and impact
- Anyone seeking to combine human insight with AI-driven intelligence to achieve better outcomes

Class location: Classroom training in Europe, or worldwide in-company

Included: course material, certificate

Learning objectives

- Understand current trends and innovations in negotiation and customer engagement, including the impact of digitalization and AI on sales interactions.
- Gain insight into the latest technologies and analytical tools that enhance preparation, influence, and decision-making in negotiation settings.
- Evaluate the role of AI, automation, and digital platforms in customer communication, deal structuring, and relationship management.
- Develop and implement a modern negotiation strategy that integrates emotional intelligence, data-driven insight, and customer-centric thinking.
- Learn the core principles of high-impact communication and persuasion and apply them to complex sales and partnership negotiations.
- Design sustainable value-creation strategies that strengthen long-term customer relationships and improve retention.
- Consider cultural, social, and behavioral factors that influence global negotiation contexts and cross-functional collaboration.
- Apply conflict management and influence techniques to navigate challenging discussions and reach mutually beneficial outcomes.
- Enhance your personal negotiation and communication style through reflection, feedback, and scenario-based practice.
- Build trust and credibility in hybrid and AI-supported negotiation environments, turning digital tools into enablers of stronger human connection.
- Master how to create adaptive, audience-specific negotiation strategies that deliver measurable business impact.

Course outcomes

- Apply advanced negotiation strategies that combine human insight, emotional intelligence, and data-driven decision-making.
- Use AI tools and behavioral insights to prepare, analyze, and adapt negotiation strategies in complex business environments.
- Build trust, influence outcomes, and create long-term value in negotiations across digital, hybrid, and high-stakes professional settings.

