



## **External Training Course**

### **Advanced Negotiation Intelligence (ANI): Psychology, Strategy & Game Theory**

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**From 27 Oct. To 31 Oct. 2025**  
**From 24 Nov. To 28 Nov. 2025**  
**From 15 Dec. To 19 Dec. 2025**

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## **External Training Course:**

# **Advanced Negotiation Intelligence (ANI): Psychology, Strategy & Game Theory**

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## **Course Overview**

This advanced course offers an intensive exploration of strategic negotiation in complex governmental and petroleum environments. It goes beyond traditional communication skills to develop a profound understanding of behavioral psychology, influence science, analytical reasoning, and strategic design. Participants will explore how power, interests, emotions, and data interact to shape negotiation outcomes. They will master advanced tools from game theory, behavioral economics, and strategic foresight to predict counterpart behavior and make smarter, evidence-based decisions. The program combines academic insights with real-world petroleum and government case studies, providing a comprehensive framework for developing negotiation intelligence — the ability to think, analyze, and act strategically under uncertainty and pressure.

## **Course Objectives**

**By the end of this course, participants will be able to:**

- Understand and apply advanced principles of negotiation psychology and influence.
- Use analytical frameworks to evaluate interests, leverage, and decision-making power.
- Integrate behavioral science insights to anticipate reactions and manage resistance.
- Design multi-layered negotiation strategies for complex and high-stakes environments.
- Apply game theory models to analyze competitive and cooperative scenarios.
- Build and lead negotiation teams that operate strategically and ethically.
- Align negotiation outcomes with institutional, financial, and policy objectives.
- Enhance adaptability in volatile and cross-cultural negotiation contexts.
- Apply emotional intelligence to control dynamics and create mutual gains.
- Develop post-negotiation evaluation and improvement systems.

## **Target Audience**

This course is designed for professionals working in the public and petroleum sectors who are directly or indirectly involved in negotiation, contracts, or policy development, including:

- Senior and mid-level leaders responsible for major agreements or project discussions.
- Government officials managing procurement, tenders, or inter-agency collaborations.
- Petroleum sector professionals dealing with contractors, regulators, and international partners.
- Contract administrators, legal officers, and procurement specialists.
- Strategy and planning professionals responsible for high-impact decision-making.
- Project managers and technical leads involved in stakeholder negotiations.
- Leaders aiming to enhance their influence, analytical precision, and decision-making under pressure.

## **Training Methodology**

The training is highly interactive, practical, and designed for experienced professionals seeking mastery. Methods include:

- Expert-led lectures introducing cutting-edge negotiation frameworks.
- Real-world case studies from petroleum, infrastructure, and government sectors.
- Interactive workshops, role-plays, and analytical simulations.
- Application of game-theory tools to real negotiation cases.
- Behavioral mapping and self-assessment to identify negotiation strengths and blind spots.
- Small-group discussions to share field experience and sector-specific challenges.
- Guided practice sessions and debriefs to translate theory into actionable tactics.
- Development of a personal negotiation playbook for future use.

## **Organizational Impact**

Stronger negotiation outcomes in contracts, partnerships, and inter-governmental deals.

Improved stakeholder relationships built on transparency, strategy, and trust.

Enhanced capability to analyze and manage power dynamics in complex environments.

Reduced conflict escalation and improved dispute resolution efficiency.

Greater cost efficiency and value creation in procurement and agreements.

A more strategic, data-driven approach to negotiation decision-making.

Empowered leadership culture that balances assertiveness with cooperation.

Long-term institutional learning and capability development in negotiation strategy.

## **Personal Impact**

Enhanced strategic thinking and analytical reasoning in complex negotiations.

Improved ability to predict counterpart behavior and control negotiation flow.

Increased awareness of personal negotiation psychology, triggers, and influence style.

Greater confidence and composure in high-pressure, high-stakes situations.

Mastery of negotiation frameworks applicable to any context or scale.

Strengthened emotional intelligence, resilience, and persuasive communication.

Recognition as a trusted, intelligent, and ethical negotiator.

A clear personal roadmap for continuous improvement and negotiation leadership.

## **Course Content & Outline**

### **Day 1 – The Foundations of Negotiation Intelligence**

- Redefining negotiation: from persuasion to intelligence-based strategy.
- The evolution of negotiation in the public and petroleum sectors.
- The science of influence and behavioral decision-making.
- Understanding the psychology of perception, trust, and motivation.
- Key elements of negotiation intelligence: logic, empathy, and foresight.
- Identifying cognitive biases and emotional traps in negotiations.
- Personality types and negotiation styles – adapting your approach.
- Assessing your own negotiation mindset: analytical vs. intuitive.
- Workshop: decoding negotiation behavior through real scenarios.

## Day 2 – Strategic Thinking & Analytical Frameworks

- Negotiation as a strategic and data-driven process.
- The structure of strategic negotiations: objectives, positions, and interests.
- Power–interest mapping: how to assess influence and dependencies.
- Competitive vs. collaborative negotiation: finding the right balance.
- Introduction to game theory in negotiation: zero-sum vs. win-win outcomes.
- Payoff matrices and scenario analysis for better decision-making.
- Developing alternative strategies (BATNA, WATNA, ZOPA).
- Using analytical tools to evaluate concessions and trade-offs.
- Practical exercise: mapping a complex multi-party negotiation.

## Day 3 – Advanced Tactics & Influence Psychology

- The advanced art of persuasion: how influence really works.
- Framing, reframing, and cognitive anchoring for strategic advantage.
- Reading and managing emotions across the negotiation table.
- Non-verbal communication and hidden influence cues.
- Handling deception, manipulation, and information asymmetry.
- Managing impasse and creating breakthroughs creatively.
- Negotiating from positions of weakness: rebuilding leverage.
- Trust dynamics: building credibility and ethical authority.
- Case study: major petroleum contract negotiation analysis.

## Day 4 – High-Stakes & Cross-Sector Negotiations

- Managing negotiations across institutions and cultural contexts.
- Government-to-business (G2B) and government-to-government (G2G) dynamics.
- Negotiating with international stakeholders and foreign partners.
- Public-private partnership (PPP) negotiation frameworks.
- Political, ethical, and reputational considerations in public-sector deals.
- Complex multi-party negotiation coordination and conflict management.
- Integrating sustainability and national interest in negotiation design.
- Simulation: resolving a multi-stakeholder energy sector dispute.
- Group debrief: lessons from cross-sector negotiation challenges.

## Day 5 – Negotiation Mastery & Institutional Strategy Alignment

- Leading negotiation teams with intelligence and vision.
- Institutionalizing negotiation knowledge and best practices.
- Aligning negotiation goals with organizational and national strategies.
- Evaluating and auditing negotiation performance and outcomes.
- Building post-deal monitoring and implementation mechanisms.
- Managing the political, operational, and ethical aftermath of agreements.
- Developing a personal negotiation leadership framework.
- Creating an advanced negotiation playbook for your institution.
- Final capstone exercise: presenting your strategic negotiation plan.

## **Program Agenda:**

### **(1<sup>st</sup> Day) Agenda**

8.30	9.00	Opening Remarks (30 Min.).
9.00	11.30	<u>Discussing Course Main Topics:</u> <ul style="list-style-type: none"> <li>• The Foundations of Negotiation Intelligence.</li> <li>• Strategic Thinking &amp; Analytical Frameworks.</li> <li>• Advanced Tactics &amp; Influence Psychology.</li> <li>• High-Stakes &amp; Cross-Sector Negotiations.</li> <li>• Negotiation Mastery &amp; Institutional Strategy Alignment.</li> </ul>
11.30	12.00	Coffee Break
12.00	14.00	<u>The Foundations of Negotiation Intelligence:</u> <ul style="list-style-type: none"> <li>• Redefining negotiation: from persuasion to intelligence-based strategy.</li> <li>• The evolution of negotiation in the public and petroleum sectors.</li> <li>• The science of influence and behavioral decision-making.</li> <li>• Understanding the psychology of perception, trust, and motivation.</li> <li>• Key elements of negotiation intelligence: logic, empathy, and foresight.</li> <li>• Identifying cognitive biases and emotional traps in negotiations.</li> <li>• Personality types and negotiation styles – adapting your approach.</li> <li>• Assessing your own negotiation mindset: analytical vs. intuitive.</li> <li>• Workshop: decoding negotiation behavior through real scenarios.</li> </ul>
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

### **(2<sup>nd</sup> Day) Agenda**

9.00	11.30	<u>Strategic Thinking &amp; Analytical Frameworks:</u> <ul style="list-style-type: none"> <li>• Negotiation as a strategic and data-driven process.</li> <li>• The structure of strategic negotiations: objectives, positions, and interests.</li> <li>• Power–interest mapping: how to assess influence and dependencies.</li> <li>• Competitive vs. collaborative negotiation: finding the right balance.</li> <li>• Introduction to game theory in negotiation: zero-sum vs. win-win outcomes.</li> </ul>
11.30	12.00	Coffee Break
12.00	14.00	<u>Strategic Thinking &amp; Analytical Frameworks:</u> <ul style="list-style-type: none"> <li>• Payoff matrices and scenario analysis for better decision-making.</li> <li>• Developing alternative strategies (BATNA, WATNA, ZOPA).</li> <li>• Using analytical tools to evaluate concessions and trade-offs.</li> <li>• Practical exercise: mapping a complex multi-party negotiation.</li> </ul>
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

## (3<sup>rd</sup> Day) Agenda

9.00	11.30	<u>Advanced Tactics &amp; Influence Psychology:</u> <ul style="list-style-type: none"> <li>• The advanced art of persuasion: how influence really works.</li> <li>• Framing, reframing, and cognitive anchoring for strategic advantage.</li> <li>• Reading and managing emotions across the negotiation table.</li> <li>• Non-verbal communication and hidden influence cues.</li> <li>• Handling deception, manipulation, and information asymmetry.</li> </ul>
11.30	12.00	Coffee Break
12.00	14.00	<u>Advanced Tactics &amp; Influence Psychology:</u> <ul style="list-style-type: none"> <li>• Managing impasse and creating breakthroughs creatively.</li> <li>• Negotiating from positions of weakness: rebuilding leverage.</li> <li>• Trust dynamics: building credibility and ethical authority.</li> <li>• Case study: major petroleum contract negotiation analysis.</li> </ul>
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

## (4<sup>th</sup> Day) Agenda

9.00	11.30	<u>High-Stakes &amp; Cross-Sector Negotiations:</u> <ul style="list-style-type: none"> <li>• Managing negotiations across institutions and cultural contexts.</li> <li>• Government-to-business (G2B) and government-to-government (G2G) dynamics.</li> <li>• Negotiating with international stakeholders and foreign partners.</li> <li>• Public-private partnership (PPP) negotiation frameworks.</li> <li>• Political, ethical, and reputational considerations in public-sector deals.</li> </ul>
11.30	12.00	Coffee Break
12.00	14.00	<u>High-Stakes &amp; Cross-Sector Negotiations:</u> <ul style="list-style-type: none"> <li>• Complex multi-party negotiation coordination and conflict management.</li> <li>• Integrating sustainability and national interest in negotiation design.</li> <li>• Simulation: resolving a multi-stakeholder energy sector dispute.</li> <li>• Group debrief: lessons from cross-sector negotiation challenges.</li> <li>• Final capstone exercise: presenting your strategic negotiation plan.</li> </ul>
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

## (5<sup>th</sup> Day) Agenda

9.00	11.30	<u>Negotiation Mastery &amp; Institutional Strategy Alignment:</u> <ul style="list-style-type: none"> <li>• Leading negotiation teams with intelligence and vision.</li> <li>• Institutionalizing negotiation knowledge and best practices.</li> <li>• Aligning negotiation goals with organizational and national strategies.</li> <li>• Evaluating and auditing negotiation performance and outcomes.</li> <li>• Building post-deal monitoring and implementation mechanisms.</li> </ul>
11.30	12.00	Coffee Break
12.00	14.00	<u>Negotiation Mastery &amp; Institutional Strategy Alignment:</u> <ul style="list-style-type: none"> <li>• Managing the political, operational, and ethical aftermath of agreements.</li> <li>• Developing a personal negotiation leadership framework.</li> <li>• Creating an advanced negotiation playbook for your institution.</li> <li>• Final capstone exercise: presenting your strategic negotiation plan.</li> </ul>
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch