



Strategic Deal Origination: Mastering Sourcing and Negotiation

Course Introduction:

Strategic deal origination is a critical competency in today's fast-paced business environment, where organizations must continually seek out and negotiate favorable partnerships to drive growth and competitiveness. This 5-day training course, "Mastering Sourcing and Negotiation," is tailored to equip professionals with the essential skills and insights needed to effectively identify, evaluate, and negotiate strategic deals. Participants will explore the entire process of deal origination, from initial sourcing strategies to the final negotiation and closure of agreements.

Throughout the course, attendees will engage with various methodologies and tools that facilitate successful deal-making. By reviewing real-world case studies and participating in interactive discussions, participants will deepen their understanding of negotiation dynamics and enhance their ability to forge valuable partnerships. The course aims to empower individuals to become strategic thinkers and adept negotiators, ultimately contributing to their organization's success in securing high-impact deals.

Course Objectives:

By the end of the program, participants will be able to:

- Understand the principles of strategic deal origination and its impact on business growth.
- Identify effective sourcing strategies to uncover potential deals and opportunities.
- Develop negotiation skills that lead to favorable outcomes for all parties involved.
- Analyze risk factors associated with deal-making and learn mitigation strategies.
- Build and maintain strong relationships that support ongoing business collaboration

Who Should Attend?

This course is intended for Business development and sales professionals, Corporate strategists and analysts, Legal and compliance teams involved in contract negotiations, Executives and managers seeking to enhance their negotiation capabilities and Entrepreneurs looking to secure strategic partnerships

Course Outline:

Day 1: Introduction to Strategic Deal Origination

- Overview of deal origination and its importance in business strategy
- Key concepts and terminology related to sourcing and negotiation
- The deal lifecycle: understanding the steps from opportunity identification to closure

Day 2: Effective Sourcing Strategies

- Identifying potential deal sources: markets, industries, and networks
- Techniques for conducting thorough market research
- Leveraging relationships and networking for deal sourcing

Day 3: Fundamentals of Negotiation

- Principles of negotiation and their relevance to deal origination
- Understanding different negotiation styles and tactics
- Preparing for negotiations: setting objectives and strategies

Day 4: Advanced Negotiation Techniques

- Strategies for handling complex negotiations and overcoming challenges
- The importance of emotional intelligence in negotiations
- Techniques for achieving win-win outcomes and maintaining rapport

Day 5: Risk Management and Relationship Development

- Identifying and assessing risks associated with strategic deals
- Approaches for mitigating risks during negotiations
- Building lasting relationships for future collaboration and deal opportunities

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play
- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionnaires
- Group Work

Course Fees:

To be advice as per course location. This rate includes participant's manual, Hands-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Certificate:

International Center for Training & Development (ICTD) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session