



LEADERSHIP AND MANAGEMENT DEVELOPMENT

Executive Decision Making and Negotiation

3 day course

Classroom, online or in-house

Course overview

Executives decide with incomplete information under time pressure, and then negotiate the consequences with counterparts who are equally determined, which makes both disciplines matters of preparation rather than instinct. This course covers them together. Delegates work through framing a decision and the biases that distort one, including the sunk cost and confirmation effects that survive knowing about them, and structured approaches to choosing under uncertainty. Negotiation preparation follows: interests behind positions, the walk away point and the alternatives that give a party its real power. High stakes dynamics including power imbalance, deadlock and multi party talks are practised. The course closes on decisions taken as a group, where accountability blurs, and on reviewing a decision honestly afterwards.

What you will learn

- Frame a decision and recognise the biases distorting it
- Choose defensibly under uncertainty and time pressure
- Prepare a negotiation around interests rather than positions
- Establish a walk away point and strengthen your alternatives
- Handle power imbalance, deadlock and multi party negotiations
- Manage group decisions where accountability blurs
- Review a decision honestly after the outcome is known

Who should attend

- Chief executives and senior negotiators
- Procurement and commercial directors
- Executives involved in mergers, acquisitions or major contracts
- Senior managers representing the organisation in high stakes talks

Course outline

- 01 Preparation against instinct
- 02 Framing a decision
- 03 Biases that survive being known
- 04 Choosing under uncertainty
- 05 Negotiation preparation and interests
- 06 Walk away points and alternatives
- 07 Power imbalance, deadlock and multi party talks
- 08 Group decisions and honest review

Upcoming dates

Dates	Venue	Format	Fee per delegate
23 to 25 September 2026	Johannesburg, South Africa	Classroom	R14,950
19 to 21 October 2026	Lagos, Nigeria	Classroom	USD 995
28 to 30 October 2026	Cape Town, South Africa	Classroom	R14,950
25 to 27 November 2026	Maputo, Mozambique	Classroom	USD 995



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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