

Negotiation Masterclass

World-class training programme for your team



POWERUP SCHOOL

*Commitment to
excellence as a
training partner*

ABOUT POWERUP SCHOOL



Powerup School is on a mission to help professionals perform better at work through world-class training programmes in negotiation and leadership based on the latest research and delivered by recognised experts.

Our commitment to excellence as a training partner has enabled us to gain the continued trust of some of the most respected organisations. We take pride in delivering impactful training programmes that bring value to our clients.

THE NEGOTIATION MASTERCLASS

The Negotiation Masterclass is our most sought-after course. It provides a complete training programme on the most impactful **negotiation techniques** and is specifically designed for professionals who **negotiate high-stakes transactions**.

The programme consists of three two-hour workshops which can be held in your offices, an off-site or online, available in both English and French.

Workshop 1: “Negotiation Strategy: negotiate effectively and preserve the relationship”

Concepts covered:

- Collaborative, conflictual and investigative negotiation styles
- Role of information & key elements to gather ⚡
- Value Creation: thinking creatively to add value to a deal
- Methodology for assessing leverage: sources of power in a negotiation ⚡
- Preparing the exchange of offers: Reservation value and ZOPA

Key activities: Targeted Case Studies

Workshop 2: “Negotiation Tactics: gain full awareness of negotiation dynamics”

Concepts covered:

- Framing
- Anchoring, counter-anchoring and other price considerations ⚡
- Rules applicable to making concessions
- Credibility: transmitting credibility & dealing with a bluff ⚡
- Principal v. agent considerations

Key activities: Negotiation Simulation, negotiation video analysis

Workshop 3: “Negotiation Psychology: manage difficult conversations and increase your influence”

Concepts covered:

- Five crisis negotiation techniques applied to business ⚡
- Cialdini’s Principles of Influence
- Research on stress management during negotiations
- Negotiation Preparation Checklist

Key activities: Negotiation video analysis, Capstone Case Study

ABOUT THE TEACHER



Catherine Maitrier is a highly regarded negotiation teacher at the Paris Institute of Political Studies (Sciences Po).

Catherine has over a decade of experience in business negotiations as a lawyer and then as an entrepreneur. Catherine started her career as a Mergers & Acquisitions Lawyer at White & Case LLP and Gide Loyrette Nouel advising global companies on their cross-border transactions. Passionate about education, Catherine founded Powerup School to help professionals chase their fullest potential.

Catherine is a graduate of UC Berkeley, Georgetown Law School and Sciences Po Paris. Catherine also holds a certificate in Negotiation Mastery from Harvard Business School Online.

Berkeley
UNIVERSITY OF CALIFORNIA



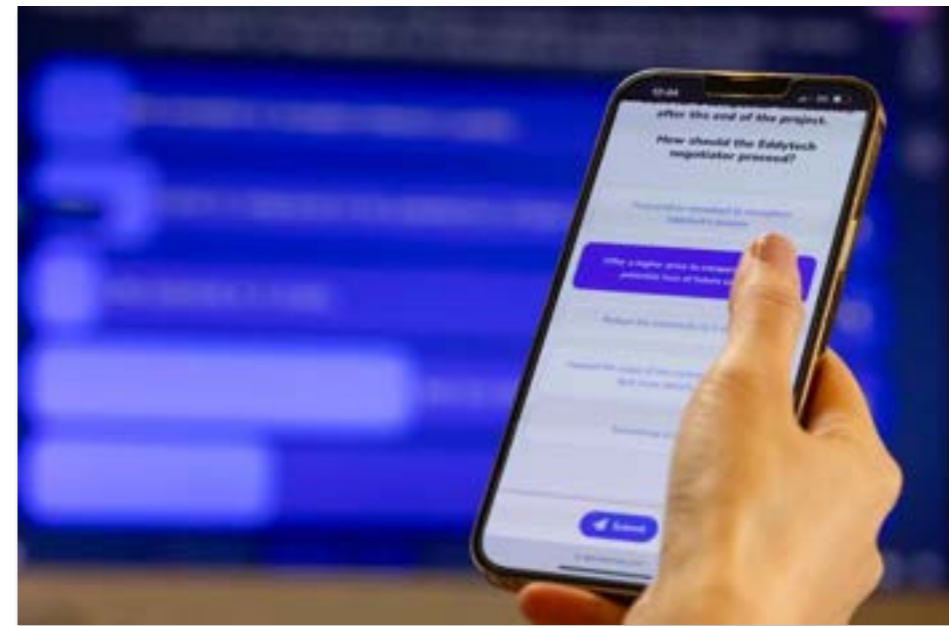
Georgetown
University

SciencesPo

AN EXCITING LEARNING EXPERIENCE



Our workshops held by passionate teachers are dynamic and highly interactive. We bring teachings to life with our **proprietary content** which includes videos, captivating role plays, insightful case studies and workshop books. As an innovative school, we use the latest digital tools to boost engagement, enabling all participants to actively participate.



PROGRAMMES LOVED BY PARTICIPANTS



“Catherine was engaging, articulate and her examples and teaching were first class.”

Director at Initiative

“The concepts are pragmatic and case studies are notably relevant to our business context. ”

Partner at PwC

“I found all the techniques shared really helpful and applicable immediately to my role.
I also really enjoyed the interaction and variety of activities.”

Manager at Movemeon

“Actionable teaching and very good understanding of the BCG context.”

Partner at BCG

“It made me re-think about the techniques I am currently using.
The content of the programme is also widely applicable.”

Counsel at Jones Day

“I developed a solid understanding of negotiation tactics and explored them in application
through well thought-out, realistic and challenging workshops.”

Master Student at Sciences Po

CONTACT US



We remain available to answer your questions.
Contact us at hello@powerup.school
website: www.powerupschool.com