

Effective Negotiation Strategy and Loophole Analysis

Management and Leadership

Course Overview

Negotiation Strategy and Loophole Analysis: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Negotiation Strategy and Loophole Analysis
- Apply practical tools and techniques for Negotiation Strategy and Loophole Analysis in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Negotiation Strategy and Loophole Analysis in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Negotiation Strategy and Loophole Analysis: principles, terminology and context
2. The business case: why Negotiation Strategy and Loophole Analysis matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Online	\$800
28 Sep to 2 Oct 2026	Pretoria	\$1,650
5 to 9 Oct 2026	Windhoek	\$1,550
19 to 23 Oct 2026	Dar es Salaam	\$1,550
26 to 30 Oct 2026	Gaborone	\$1,395
9 to 13 Nov 2026	Kigali	\$1,650
16 to 20 Nov 2026	Cape Town	\$1,550
30 Nov to 4 Dec 2026	Lusaka	\$1,650

7 to 11 Dec 2026

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\$1,650

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.