



# NEGOTIATIONS

## Live Online Classroom



Negotiation skills are key to the successful outcome of a deal. Developing the necessary skills will give you confidence to approach deals in the right manner and to get closer to your desired outcome.

### COURSE OBJECTIVES

Prepare quickly, efficiently and effectively for all types of private equity negotiations

Understand negotiation tactics and tradables, how to use them skillfully and how to respond to them when used on you

Practice your negotiating solo and in teams to ensure the knowledge and skills stay when they are most needed

Think, reflect and observe others negotiating on both sides of a negotiation to improve your performance.

### TESTIMONIALS

“The training gives awareness of what is happening in a negotiations’ room & how we can influence the outcome, directly applicable to do our jobs better.”

**Sarah Djari, responsAbility Investments AG**

“I recommend this course 100%! It helped me acquire skills and knowledge to lead PE negotiations across different situations. The course is great in revealing the forces that drive business agreements.”

**Enrique de Aragon, MCH Private Equity**

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“Very well-structured course! I particularly liked the negotiations practice, but also the debriefing sessions. Very helpful!”

Albrecht Brodhun, Latham & Watkins

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“Very good course, interactive & interesting. I really appreciate the fact that the speaker took into account our background to tailor the sessions.”

Tommy Noesen, CVC Capital Partners

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## COURSE DIRECTOR



**Ewan Pearson**, Managing Director, **Grant Pearson Brown Consulting**, started his working career as a medical doctor, having graduated from the Universities of Cambridge and London. He quickly changed track and became an investment banker, working for Deutsche Bank as a corporate financier, then corporate broker and investment adviser to many companies.

In 1991 Ewan became a management consultant, advising companies and partnerships on business development, negotiating, and key communications to key stakeholders. Over the years he has built up a significant presence in the PE and VC sectors in Europe and the USA, advising clients such as Zi, Actis, AnaCap, Bridgepoint, Campbell Lutyens, CDC, CVC, Duke Street, Exponent, L Capital, Meridiam, Northleaf, Old Ironsides, Permira, and Schroders.

In 2007, Ewan advised the majority of the PE bosses who were interviewed by the UK’s Treasury Select Committee Enquiry into Private Equity, with very successful results. He has advised on dozens of PE and VC fundraisings and negotiations, such as investments in and exits from portfolios.

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## PROGRAMME

### Wednesday, 6 October

16:00 - 16:30 CET Introduction

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16.30 - 18.00 CET **Negotiating: introduction, timetable, context, goals, PE scope, key areas of focus, the four phases, and the “funnel”.**

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### Thursday, 7 October

9.00 - 9.40 CET **Practical session 1: one-on-one negotiations using set case study; briefing, results, debrief. Discuss phases 1-2.**

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9:40 - 9:50 CET BREAK

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9.50 - 10.50 CET **Phase 1-2 discussion. Emotions, phase 3 strategies & tactics, behaviour styles, and development of negotiating power.**

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10:50 - 11:00 CET BREAK

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11.00 - 12.00 CET **Practical session 2 & further discussion of phase 1, 2 & 3. Phase 4 closing.**

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12:00 - 13:30 CET	LUNCH BREAK
13.30 - 14.40 CET	Practical session 3 on a case study, in teams.
14:40 - 14:50 CET	BREAK
14.50 - 16.00 CET	Debrief on team practical. Team negotiations - roles, problems and solutions, and team dynamics. Teams chosen and team case study handed out

### Friday, 8 October

9.00 - 10.30 CET	Review day 1, plan day 2. Practical session 4 - team negotiation PE case study
10.30 - 10.40 CET	BREAK
10.40 - 12.00 CET	Debrief on practical session 4. Practical session 5 - team negotiation, second PE case study
12.00 - 13.30 CET	LUNCH BREAK
13:30 - 15:00 CET	Practical session 6 & pair session 7 - using own case study, share issues and practice a real negotiation (both ways)
15:00 - 15:10 CET	BREAK
15:10 - 16.00 CET	Plenary session: round table discussion, plenary Questions and answers, and 'What If' scenarios. Closing reflective time with discussion and key learning points. Feedback.

## REGISTRATION

Invest Europe member price: €1200

Non-member price: €1660

For more information and to register for the course, just contact Elena Vasileva at [training@investeurope.eu](mailto:training@investeurope.eu).