NEGOTIATIONS

Live Online Classroom, 8-10 June 2027

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.

"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."
2026 Course Participant

PROGRAMME

Tuesday, 8 June

16:00 - 16:30 CET	Introduction
16:30 - 17:30 CET	**Negotiating: introduction, timetable, context, goals, PE scope, key areas of focus, the four phases, and the "funnel".**

Wednesday, 9 June

9:00 - 9:40 CET Practical session 1: one-on-one negotiations using set case study; briefing, results, debrief. Discuss phases 1-2.

9:40 - 9:50 CET **BREAK**

9:50 - 10:50 CET Phase 1-2 discussion. Emotions, phase 3 strategies & tactics, behaviour styles, and development of negotiating power.

10:50 - 11:00 CET **BREAK**

11:00 - 12:00 CET Practical session 2 & further discussion of phase 1, 2 & 3. Phase 4 closing.

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

Thursday, 10 June

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.**

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

2026 Course Participant

COURSE DIRECTOR

Ewan Pearson, Managing Director at **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 2i, 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.

"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."

2026 Course Participant

REGISTRATION

Invest Europe member price: €1230
Non-member price: €1750

For more information, contact Elena Vasileva at training@investeurope.eu. To register for the course, just follow the link.