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COURSE BROCHURE

# Negotiation Skills for Finance Professionals Training Course

19 – 23 September 2027
Dubai

# Negotiation Skills for Finance Professionals Training Course

**Ref:** 2800_107281 **Date:** 19 – 23 September 2027 **Location:** Dubai **Fees:** 4600 GBP

Negotiation Skills for Finance Professionals is a 1-week training course for finance managers and treasury, credit and procurement finance staff, and it closes with a finance deal negotiation plan. Finance teams now sit across the table from lenders, auditors, suppliers and internal budget holders more often, and each conversation moves cash or reported results. Jupiter Prime Training delivers this course.

## Why Negotiation Skills for Finance Professionals Matter Now

Three pressures make this skill central to the finance function. Tighter credit conditions mean facility pricing, covenants and security packages are negotiated harder at every renewal. Suppliers under their own cash strain push for shorter payment terms just as finance wants to protect working capital. Inside the organisation, budget holders compete for scarcer funds. A finance team that prepares with numbers secures cheaper funding, steadier terms and credible budgets; one that negotiates on instinct concedes margin, headroom and trust. The course rests on interest-based negotiation practice and standard financial modelling of deal terms.

## Who Gains Most from Negotiation Skills for Finance Professionals

- Treasury staff renewing bank facilities, pricing grids and covenant packages
- Credit staff agreeing limits, security and repayment schedules with customers
- Procurement finance staff setting payment terms, rebates and price indexation with suppliers
- Financial controllers resolving proposed audit adjustments and disclosure wording
- Planning staff settling budget bids and cost targets with operational heads

A finance function gains most when treasury, credit and planning members attend together and agree shared walk-away rules.

## Negotiation Skills for Finance Professionals Capabilities

Participants turn balance sheet, cash flow and cost figures into negotiating positions they can defend line by line.

- Calculate walk-away points and target terms from deal cash flows — the chief financial officer
- Build a concession ladder that prices each give and take — treasury and procurement leads
- Apply anchoring with financial evidence in opening offers — lenders and suppliers
- Assess counterparty interests, constraints and decision rights — the negotiating lead
- Weigh covenant, security and pricing trade-offs in facility talks — the board and treasury
- Communicate agreed terms in a deal summary for approval — finance committees and auditors

## Key Negotiation Skills for Finance Professionals Terms

- Walk-away point — the least favourable term a negotiator accepts before choosing the best alternative outside the deal.
- Anchor — the first figure placed on the table that pulls later offers towards it.
- Settlement range — the span between both sides' walk-away points where agreement is possible.
- Concession ladder — a planned sequence of trade-offs, each priced and each exchanged for something in return.
- Financial covenant — a ratio or limit in a loan agreement that the borrower must keep, such as leverage or interest cover.
- Payment terms — the agreed days and conditions for settling an invoice, including discounts for early settlement.

## Negotiation Skills for Finance Professionals Day by Day

## Day 1: Finance Negotiations and Their Counterparties

- Finance Negotiation Types Across Lenders, Suppliers and Auditors — Setting Priorities
- Counterparty Interest Mapping — Separating Stated Positions From Underlying Needs
- Decision Rights and Approval Limits — Knowing Who Can Sign Off
- Relationship Versus Transaction Negotiations — Choosing a Cooperative or Firm Stance
- Ethics, Disclosure and Confidentiality Lines — Protecting Credibility During Talks

## Day 2: Preparing With Numbers

- Deal Cash Flow Models — Measuring the Value of Each Term
- Walk-Away Point and Target Calculation — Fixing Limits Before the Meeting
- Alternative Deal Options — Strengthening Leverage Through Credible Fallbacks
- Sensitivity Tables for Rate, Tenor and Volume — Testing Position Strength
- Negotiation Fact Packs — Assembling Benchmarks and Evidence for Claims

## Day 3: Anchoring, Concessions and Tactics

- Opening Offers and Anchoring With Financial Evidence — Shaping the Settlement Range
- Concession Ladders and Trade Pricing — Giving Less Than Is Gained
- Packaging Multiple Terms — Trading Price Against Tenor or Security
- Counter-Tactic Recognition — Handling Deadlines, Nibbles and Good-Cop Pressure
- Silence, Questioning and Summarising — Controlling Pace in Tough Rounds

## Day 4: Banks, Suppliers, Auditors and Budget Holders

- Bank Facility Pricing and Covenant Headroom — Negotiating Renewal Terms
- Supplier Payment Terms and Early-Settlement Discounts — Balancing Working Capital
- Proposed Audit Adjustments and Disclosure Wording — Resolving Differences With Evidence
- Budget Bids and Cost Targets — Settling Internal Funding Disputes
- Customer Credit Limits and Security — Agreeing Exposure and Repayment

## Day 5: Practising the Finance Deal Negotiation Plan

- Counterparty Profile and Interest Map — Applying Day 1 Analysis
- Walk-Away and Target Sheet — Applying Day 2 Calculations
- Concession Ladder and Opening Offer — Applying Day 3 Methods
- Role-Played Facility or Supplier Round — Testing the Plan Under Pressure
- Finance Deal Negotiation Plan — Peer Review and Approval Summary

## Applying Negotiation Skills for Finance Professionals After the Course

- Prepare a walk-away and target sheet for the next bank facility renewal or major supplier contract.
- Run a concession ladder review before the next round of payment-term talks.

## Negotiation Skills for Finance Professionals Questions FAQ

### What are negotiation skills for finance professionals, and why do they matter now?

They are the methods finance staff use to agree funding, payment, audit and budget terms backed by numbers. They matter now because credit is tighter, suppliers want cash sooner and budget holders contest every allocation.

### Which roles gain most from negotiation skills for finance professionals?

Treasury, credit, procurement finance, controllership and planning staff gain most. You benefit most if you regularly face lenders, suppliers, auditors or internal budget holders.

### How do negotiation skills for finance professionals differ from general commercial negotiation?

They start from the finance view: deal cash flow models, covenant headroom, payment-term value and audit evidence. General commercial negotiation courses focus on sales and purchasing price, while this course prices every concession in balance sheet and cash terms.

### What do you bring back from negotiation skills for finance professionals?

You bring back a negotiation plan for a real finance deal: a counterparty profile, walk-away and target sheet, concession ladder, opening offer and an approval summary tested in a role-played round.

## Negotiation Skills for Finance Professionals: The Way Forward

The finance deal negotiation plan is the starting point, and the first decision it informs is where to set the walk-away point for the next facility or supplier round. Treasury, credit and procurement finance staff use it with their approving managers. After its first use, revisit how the anchors and concessions performed against the settlement reached.