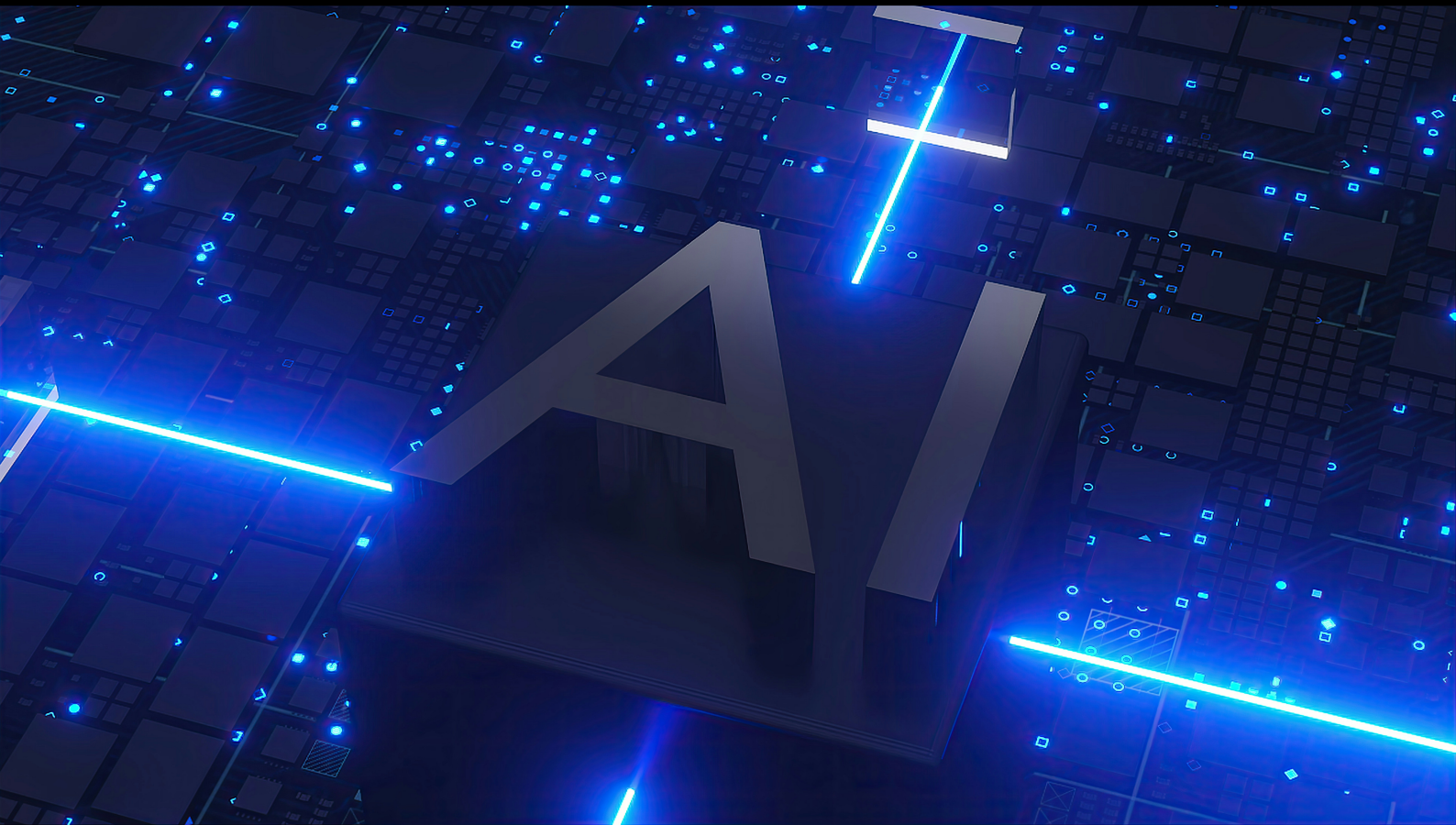

The Art of AI in Negotiation



Helping negotiators use AI
confidently, responsibly and
effectively in a rapidly changing
commercial world

OVERVIEW

AI in the form of large language models (LLMs) are rapidly entering commercial workflows, supporting teams to analyse information faster, synthesise complex inputs and generate options. This has created strong interest in how AI can enhance negotiation capability, but also uncertainty about how to use it well.

Many professionals are still unclear how to structure context, design prompts or engage with AI in a way that supports and sharpens their judgement, rather than diminishing it

The Art of AI in Negotiation provides a clear, practical and confidence-building introduction to using AI in negotiation. It helps teams understand where AI adds value and how to work with AI as a thinking enhancer rather than a decision engine.

KEY FEATURES

- ☑ A practical introduction to using AI effectively in negotiation
- ☑ Clear guidance on where AI adds value, and how to ensure human judgement remains firmly in control
- ☑ Hands-on skills for structuring context, designing prompts and iterating with AI
- ☑ A context framework and prompting approach that drives sharper commercial outcomes
- ☑ A high-impact prompt set that amplifies human judgement
- ☑ A safe environment to practise using AI for negotiation preparation
- ☑ Delivered by senior negotiation consultants with AI expertise

FOR MORE INFORMATION please contact us via [thegappartnership.com](https://www.thegappartnership.com)

DESCRIPTION

The workshop begins by building a shared understanding of how LLMs work, where they create value in negotiation and where their limitations lie.

Delegates explore the difference between using AI as a decision engine, in which judgement is outsourced, and using it as a thinking enhancer that expands and challenges human reasoning.

Next, we move into practical application. Participants learn how to structure negotiation inputs, understand the value of appropriate context engineering, and design prompts that produce meaningful insight. The session focuses on strengthening negotiation preparation while preserving accountability, human judgement and commercial rigour.

Throughout the workshop, teams practise using AI tools in realistic negotiation scenarios, experiencing firsthand how different prompt structures, context levels and interaction styles shape the quality of outputs.

By the end of the workshop, delegates will have a tried-and-tested context framework, a structured approach to prompting that goes beyond top-line tips, and a core set of recommended prompts - all designed to enhance, not replace, their own judgement.

They will also have a clear understanding of how to negotiate in a world where everyone is using AI.

THIS IS FOR YOU IF...

You want to understand how AI can support negotiation preparation without replacing human judgement

You need practical skills for structuring context, designing prompts and interacting with AI tools

You want your teams to use AI safely, confidently and effectively

You are preparing for a future where AI-augmented negotiation becomes the norm