

Negotiating for the Future:

How AI, Data, & Influence are Shaping Deals

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AI + Human Collaboration in Negotiation Prep

1. Market Supplier Intelligence

- AI scans and summarizes market trends, supplier financials, and geopolitical risks*
- Human validates insights, filters noise, and applies contextual business knowledge*

2. Data-Driven Target Setting

- AI models should-cost, benchmarks, and potential tradeoffs*
- Human sets realistic objectives aligned to business strategy & relationships*

3. Scenario Simulation

- AI generates multiple negotiation scenarios (win-win, compromise, no deal)*
- Human evaluates risks, probabilities, and selects best playbook*

4. Messaging & Influence

- AI drafts persuasive talking points, opening statements, and counterarguments*
- Human adjusts tone, empathy, and relationship building language*

5. Ethical & Strategic Judgment

- AI highlights patterns, risk exposure, and tactical moves*
- Human ensures ethical boundaries, cultural nuance, and long term relationship focus*

6. Continuous Learning

- AI captures lessons learned and updates playbooks*
- Human reflects on outcomes, trust dynamics, and adjusts strategies for next time*



Key Takeaway: When Working with AI

AI hallucinations are not intentional lies – they are confident guesses. The sourcing professional MUST always validate before acting!





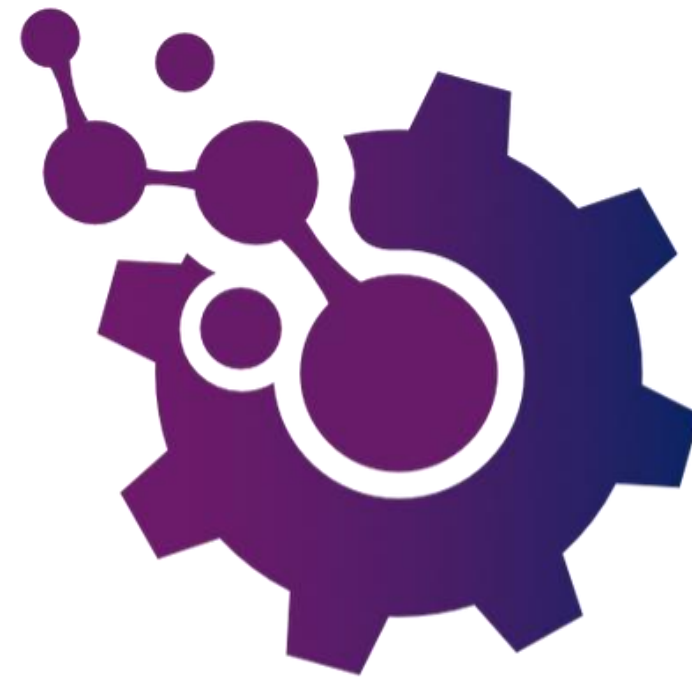
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