

Experienced Negotiation programme

The best blended and interactive programme to introduce and practice all negotiation fundamentals to build confidence and change ongoing behaviour.

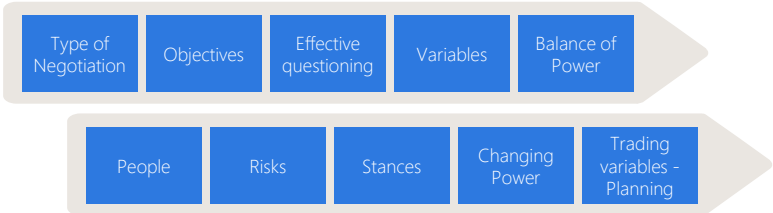
APPROACH

SKATER

The process provides a basis for moving between stages as many time as needed.

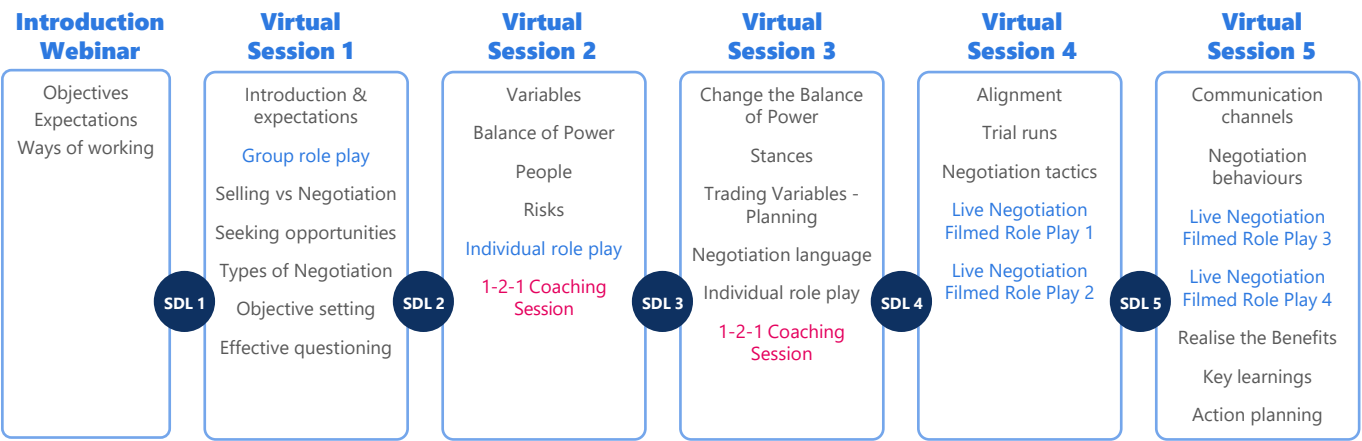


10 Step Kaleidoscopic preparation planning process



ALL relevant perspectives are planned for, at every stage, as part of the thorough preparation process.

LEARNING JOURNEY: Virtual delivery



AUDIENCE	OUTCOMES		
Seasoned and experienced negotiators, looking to stretch and learn different negotiation approaches and styles for complex negotiations and challenging customer situations, especially (Senior) National/Key Account Managers Heads of Channel/Sector/Sales People with more than 3 years commercial experience	Leave with a robust methodology and approach to meet any negotiation challenges	Understand multiple techniques to create plans to change the balance of power	Effectively align and manage negotiating teams
	Able to plan and execute complex multi- phase negotiations	Techniques to change the balance of power	Skillfully handle all communication channels and buyer tactics

OUR UNIQUENESS

- Approachable** experts with senior commercial experience
- Tailored** and flexible engagements to meet your needs
- Practical** and ongoing support to deliver change
- Collaborative** approach to create sustainable agreements