

Experienced Negotiation programme

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

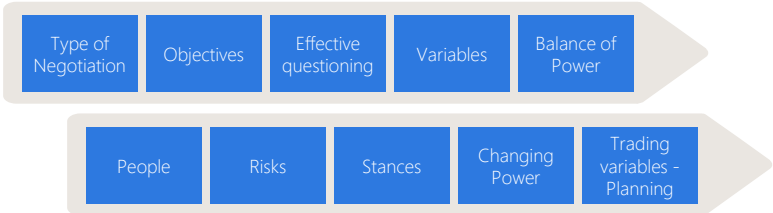
APPROACH

SKATER

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

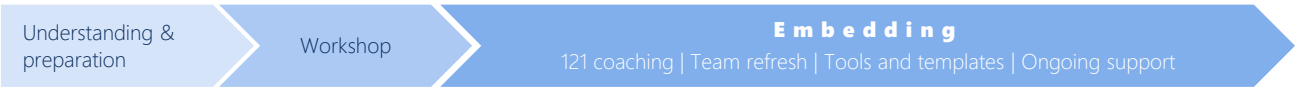


10 Step Kaleidoscopic preparation planning process



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

LEARNING JOURNEY: Classroom delivery



Programme benefits:

Relevant scenarios and real-life examples bring learning to life and enable delegates to handle ALL situations.
2 commercially senior and experienced consultants bring world class challenge, solutions and experience.
Delivered virtually or face to face.

DAY 1
Negotiation planning

- Selling vs negotiating
- Types of negotiations
- Group role play
- Effective questions
- SKATER, K-prep
- Objectives
- Variables
- Stances
- Assessing balance of power
- Trading Variables language
- Individual role play

DAY 2
Behavioural

- Review and learning
- Balance of power
- People
- Tailored role play
- Risks
- Tailored role play
- Trading variables planning
- Live negotiation role play preparation

DAY 3
Role play practice

- Review and learning
- Excellent negotiation tactics
- Alignment
- Communications
- Trial run
- Behaviours
- Delegates filmed roleplay
- Final learnings
- Realise the benefits
- Action plan building

AUDIENCE

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

OUTCOMES

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