

Experienced Negotiation programme

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

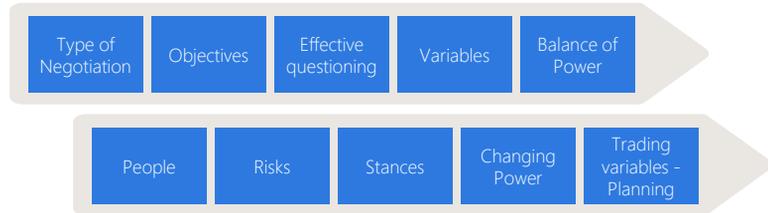
APPROACH

SKATER

The process provides a basis for moving between stages as many times 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

Introduction Webinar

Objectives
Expectations
Ways of working

SDL 1

Virtual Session 1

Introduction & expectations
Group role play
Selling vs Negotiation
Seeking opportunities
Types of Negotiation
Objective setting
Effective questioning

SDL 2

Virtual Session 2

Variables
Balance of Power
People
Risks
Individual role play

1-2-1 Coaching Session

SDL 3

Virtual Session 3

Change the Balance of Power
Stances
Trading Variables - Planning
Negotiation language
Individual role play

1-2-1 Coaching Session

SDL 4

Virtual Session 4

Alignment
Trial runs
Negotiation tactics
Live Negotiation Filmed Role Play 1
Live Negotiation Filmed Role Play 2

SDL 5

Virtual Session 5

Communication channels
Negotiation behaviours
Live Negotiation Filmed Role Play 3
Live Negotiation Filmed Role Play 4
Realise the Benefits
Key learnings
Action planning

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