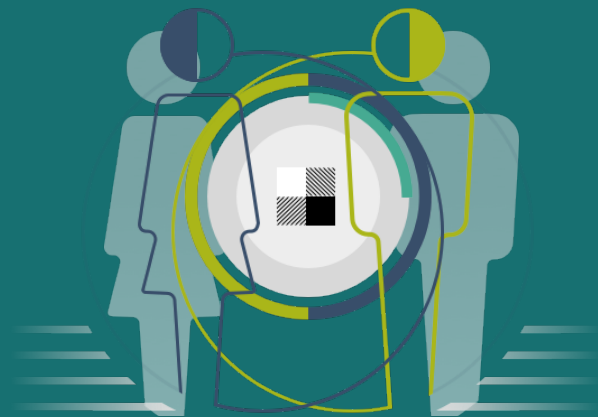


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# THE ESSENTIAL NEGOTIATOR

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THE 2 DAY WORKSHOP FOR  
EFFECTIVE NEGOTIATION

## OVERVIEW

The Essential Negotiator is a negotiation skills development workshop aimed at people with little to no formal training in negotiation. It teaches a thorough grounding in negotiation theory, and then shows delegates how to put the theory into practice in a safe and supportive learning environment.

Through a combination of classroom input, practical role plays, feedback and self-reflection, delegates progress quickly and gain skills and confidence that they can use in any negotiation they face back in the real world.

## KEY FEATURES

- ✔ A 2-day residential workshop with just 12 delegate places for optimum learning
- ✔ Delivered by an expert negotiation consultant with years of relevant commercial experience
- ✔ Immersion in the intermediate principles of negotiation, including the 14 behaviors of the negotiator
- ✔ Introducing the Tables model, a simple 8-step process applicable to all types of negotiation
- ✔ Real-world negotiation role-plays, filmed for feedback to analyze, practice and model the appropriate behaviors
- ✔ Access to a suite of sophisticated online and offline planning tools
- ✔ Online profiling to identify key development areas and 360° feedback

## DESCRIPTION

The Essential Negotiator covers the fundamental skills, fourteen negotiation behaviors and a range of planning tools essential to effective negotiation.

It provides delegates with the opportunity to learn, practice and perform in a range of challenging negotiation situations delivered by our own negotiation practitioners. Attendees are able to adopt and apply the 8-step negotiation process which helps clarify best practice approach to each stage of a deal.

Delegates graduate from The Essential Negotiator with a new understanding of and approach toward this essential commercial and life skill. They will be able to achieve a measurable positive difference to the results they achieve both in their commercial negotiations, and those outside of work.

## THIS PROGRAM IS FOR YOU IF...

*You are a manager or executive from any discipline who wants to develop intermediate negotiation skills, understanding and confidence*

*You wish to get a solid grounding in negotiation as a precursor to attending our advanced negotiation skills workshops, The Complete Skilled Negotiator or TCSN-6*

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