THE FOUNDATION NEGOTIATOR

THE ONLINE NEGOTIATION SKILLS TRAINING PROGRAM
OVERVIEW

Negotiation is an essential and unavoidable part of life. Whatever your profession, being trained in this vital skill can mean the difference between your ability to get a great deal, and one that results in lost value for you and your business.

The Foundation Negotiator is a powerful online course that delivers the critical core competencies in negotiation to all participants - whether it’s your first experience of negotiation skills training, or you are using it as a refresher.

KEY FEATURES

☑ Eight easily digestible interactive modules accessed online
☑ Each module takes approximately 20 - 30 minutes to complete
☑ A combination of theoretical input, real-life examples, and a final negotiation case study
☑ Introducing The Keyhole, a negotiation model which provides proven and effective discipline and rigor in your approach to any negotiation
☑ An understanding and application of four key negotiation stages: explore, propose, counter and agree, all underpinned by planning
☑ Practical exercises and a course summary
☑ A concluding test of understanding offering an opportunity to practice your new skills in a module in which each participant negotiates a deal, and is measured on the value created
☑ Multi-platform and accessible via mobile, tablet or PC

DESCRIPTION

The Foundation Negotiator has been specifically designed to offer a learner-centric experience. Using the principles of gamification, it allows delegates to plan their learning in bite-sized pieces for a convenient and compelling learning journey.

WHAT DELEGATES SAY

“In-depth but not complicated. Broken down into bite-size chunks... good to be able to do it at one’s own pace and schedule.”

“It was very interactive, the videos were helpful and clear. The examples were easy to understand. All the tests really helped me practice all the theory.”

“The layout and preparation work was outstanding as it built to the final exercise. This is an excellent course! Wish I had taken it years ago…”

THIS PROGRAM IS FOR YOU IF...

You are a professional in any sector and want to learn more about the skill of negotiation, and/or boost and refresh your existing skills.

You are a beginner or an expert - this program works equally well as an introduction to the basic principles of negotiation, as it does as a refresher for those who have already undertaken some form of negotiation training and wish to have their skills revitalized.

You are ready to be richer in your professional and personal life - whatever your skill level.

FOR MORE INFORMATION please contact us via thegapppartnership.com