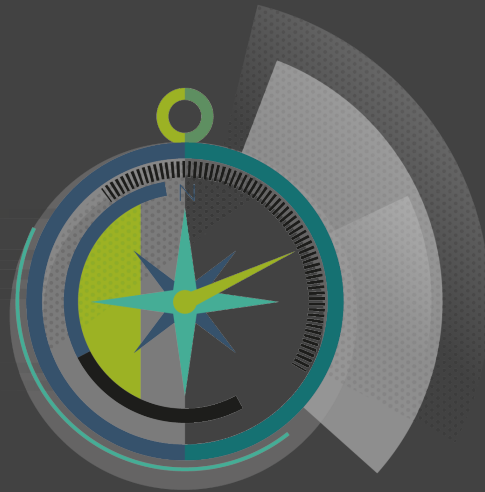


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# THE STRATEGIC NEGOTIATOR

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THE 2 DAY WORKSHOP FOR  
ADVANCED NEGOTIATION  
PLANNING

## OVERVIEW

The Strategic Negotiator provides the ultimate proactive approach to negotiation planning. It has been designed to help you and your teams take total control of your negotiation environment and position. It provides the skills, tools and confidence to proactively plan, control and perform in all negotiations, no matter how complex.

The framework of The Strategic Negotiator is that used by our own practitioner consultants who support some of the largest companies in the world to conclude their negotiations, so its methodology is proven and stress-tested day in, day out. Delegates leave the workshop armed with the ultimate skillset in negotiation planning.

## KEY FEATURES

- ✔ A 2-day residential workshop with just 12 delegate places for optimum learning
- ✔ Delivered by expert negotiation consultants with years of relevant commercial experience
- ✔ Immersion in the Pyramid model, a strategic assessment framework
- ✔ Introducing the 3 Ps - power, people and process - and how they should be considered and managed
- ✔ Practical exercises interspersed throughout to demonstrate each principle and facilitate active learning
- ✔ Access to a suite of sophisticated online and offline planning tools and their application to a real-world case study
- ✔ Opportunity to apply what has been learned and use the tools on a real live or pending negotiation

## DESCRIPTION

This workshop teaches a robust, cognitive approach to negotiation planning. It is suited to those who are involved in protracted, multi-phase negotiations that are broad and deep in scale and often business critical. Delegates should already have a thorough understanding of negotiation best practice from a tactical and behavioral point of view.

Using an in-depth and sophisticated strategic framework, and introducing a suite of strategic online planning tools, delegates learn how to forward plan and identify and map out contingencies and consequences for their most complex negotiation challenges.

With particular emphasis on structured thinking, stakeholder management, decision making, risk analysis, sequencing and process mapping, The Strategic Negotiator provides the options that ensure you remain in control no matter what the actions or reactions of others.

## THIS PROGRAM IS FOR YOU IF...

*You are a graduate of The Complete Skilled Negotiator or TCSN-6 and wish to take your negotiation skills to the next level of strategic planning.*

*You are C-suite, a director or manager from any discipline and you want to build on your advanced negotiation skills to gain ultimate strategic mastery of your negotiations.*

*You are a team with a specific live or pending negotiation that you feel would benefit from additional strategic expertise.*

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