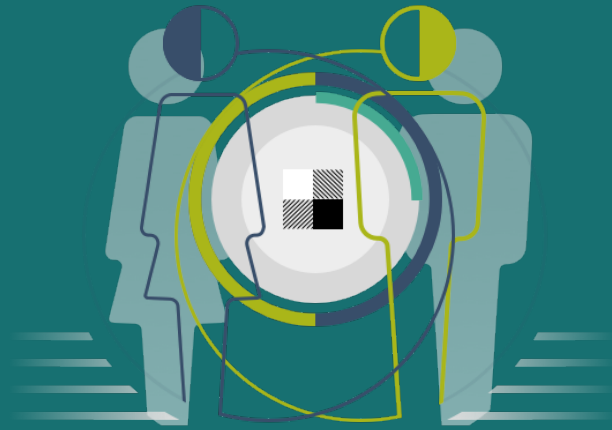

THE COMPLETE SKILLED NEGOTIATOR



THE WORLD'S MOST
ADVANCED NEGOTIATION
PROGRAM

OVERVIEW

The Complete Skilled Negotiator has set the standard for experiential learning, taking delegates on a powerful and transformative learning journey that they graduate from with life-changing skills.

Through a combination of high-quality input sessions, immersive simulations and psychological insight, a deep and profound learning experience takes place.

Delegates are equipped with advanced negotiation capability that can be applied immediately to their commercial roles.

KEY FEATURES

- ✔ Delivered over 3.5 days in a residential venue, or virtually in a modular format
- ✔ 8 delegate places for optimum learning
- ✔ Led by an expert consultant with years of relevant commercial experience
- ✔ Immersion in the advanced principles of skilled negotiation, including the 14 behaviors of the negotiator
- ✔ Introducing the Clockface, a sophisticated model applicable to all negotiation types
- ✔ Delegates participate in “real-world” negotiations that are filmed for feedback to analyze and practice the appropriate behaviors
- ✔ Access to a suite of sophisticated online and offline planning tools
- ✔ Online profiling to identify key development areas and 360° feedback
- ✔ Follow up two-day workshop, *Planning for Action*, refreshes the planning process, introduces enhanced tools, and applies what delegates have learned to their real-world negotiations

DESCRIPTION

This workshop is an immersive experience which exposes delegates to a wide range of negotiation types, teaching them the skills and techniques needed to master them all.

Areas covered include the importance of learning how to negotiate from inside the head of the other party; how to recognize inherent negotiation development areas and consciously overcome them; how to deal with the inevitable stress and discomfort of negotiation; and how to creatively optimize complex multi-variable deals.

The Complete Skilled Negotiator guarantees that delegates emerge with a high-level ability to plan and execute all their commercial negotiations. It equips them with advanced skills and know-how to maximize the value available from every deal.

Following the workshop each attendee receives a personalized report and development plan. Around a month later they attend the first day of a two-day workshop, *Planning for Action*, which refreshes the planning process and introduces enhanced tools, and applies what they have learned to one of their own negotiations. The second day follows between two to five weeks later.

All delegates are given access to web-based planning tools and membership of The Negotiation Society, an online community of negotiators packed with resources to reinforce and develop their personal skills on an ongoing basis.

THIS PROGRAM IS FOR YOU IF...

You are a commercial negotiator looking to develop advanced capability in negotiation skills for yourself and/or your team.

You want learning that endures over time and skills that are genuinely life-changing.

You want a best-in-class holistic program that applies the principles of human psychology to maximum effect.

FOR MORE INFORMATION please contact us via thegappartnership.com