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# TCSN<sup>6</sup>

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THE WORLD'S MOST  
ADVANCED VIRTUAL  
NEGOTIATION PROGRAM



## OVERVIEW

The TCSN-6 is the virtual version of the world's leading behavioral change program, The Complete Skilled Negotiator. Offering exactly the same development and outcomes, it's delivered through a bespoke online training environment that recreates the live classroom experience.

Delegates are taken on a powerful and transformative learning journey that they emerge from with life-changing skills. Through a combination of high-quality input sessions, immersive role-plays and psychological insight, a deep and profound learning experience is promoted.

## KEY FEATURES

- ✔ 6 modules delivered virtually over 2 to 6 weeks equating to 28 hours of live input sessions
- ✔ 8 delegate places for optimum learning
- ✔ Delivered live 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
- ✔ Highly interactive videoconferencing platform for a "live" workshop experience
- ✔ 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
- ✔ One-to-one, personalized virtual coaching session one month later
- ✔ One-day virtual workshop three months later to reinforce and embed learning
- ✔ Guaranteed ten-fold return on investment

## DESCRIPTION

This innovative and leading-edge virtual program provides an immersive experience which exposes delegates to the entire spectrum of negotiation types, teaching the skills and techniques needed to master them - all without the need to travel anywhere.

A live workshop environment is recreated using The Gap Partnership's proprietary, high quality and secure videoconferencing platform. Features include a main classroom as well as multiple break-out, preparation and 1:1 feedback rooms, multi-camera tutor view, and virtual whiteboards for instant, tailored inputs.

The TCSN-6 equips delegates with an advanced ability to plan, strategize and execute their commercial negotiations. It teaches negotiation principles including the importance of learning how to negotiate from inside the head of the other party; how to assess negotiation types and adapt behaviors accordingly; strategies for managing stress and discomfort; and how to creatively optimize complex multi-variable deals.

As follow-up, delegates receive a personal report and development plan, a one-to-one coaching session and a further one-day virtual workshop to embed and reinforce learning. In addition they gain access to web-based planning tools and associate 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 - and want it delivered virtually*

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

*You want a best-in-class, virtual program that applies the principles of human psychology to maximum effect*

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