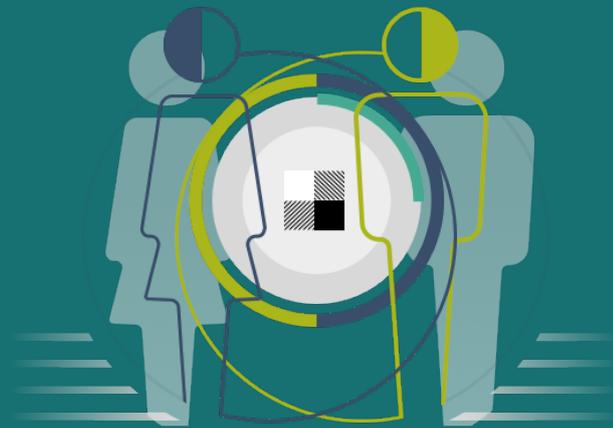

THE COMPLETE SKILLED NEGOTIATOR



THE 3.5 DAY WORKSHOP
DELIVERING ENDURING
BEHAVIOR CHANGE

OVERVIEW

The Complete Skilled Negotiator has set the standard for experiential learning. Over the course of 3.5 days, this residential workshop takes delegates 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 takes place.

KEY FEATURES

- ✔ A 3.5 day intensive residential workshop with just 8 delegate places for optimum learning
- ✔ Delivered by an expert negotiation 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 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
- ✔ One-to-one, personalized virtual or face-to-face coaching session one month later
- ✔ A further one-day workshop three months later reinforcing and embedding learning from the workshop
- ✔ Guaranteed ten-fold return on investment

DESCRIPTION

This workshop is an immersive experience which exposes delegates to the entire spectrum of negotiation types, and teaches 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, strategize 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 residential workshop, each attendee receives a bespoke report and development plan, followed by a one-to-one coaching session and a further one day workshop to reinforce learning. 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