



The ADVANCED

Types Covered

HARD BARGAINING

CONCESSION TRADING

VALUE CREATION

PARTNERSHIP

A three-day experience held over 2 – 4 weeks will stretch participants in the most challenging scenarios.

Building on the lessons learned in previous sessions or appropriate for seasoned negotiators, this session will cover human behavior, persuasion, and power. Six scenarios will push participants across all negotiation types as multi-party, one-to-one, and team-based negotiations. Video feedback will shine the mirror back at the participants to show them the impact of their

behavior. This session will take place as a two-day workshop and then a third day 1 to 3 weeks post. The third day will include a Partnership negotiation in the morning and Active Learning Sessions in the afternoon to put everything they've learned into practice.

Expect to live outside your comfort zone!

INTENDED AUDIENCE

Direct Negotiators with Teams and/or Large Responsibilities

ADDITIONAL LEARNING

- Partnership Negotiations
- Advanced Discussions on Mindset, Persuasion, and Power

PARTICIPANTS

We recommend up to 8. Even number of participants is preferred.

