

The INTERMEDIATE

Types Covered

HARD BARGAINING

CONCESSION TRADING

VALUE CREATION

PARTNERSHIP

A two-day experience that goes deeper and wider than The Fundamentals.

You can expect to take part in 4 different scenarios and analyze video feedback of your performance. Stepping out of your comfort zone will be a must as the scenarios get more complex and challenging. Learning more advanced tools, participants will also take part in a Value Creation negotiation, discuss human behavior, and the

impact of trust. This workshop is appropriate for anyone trained on The Fundamentals or someone coming in with a level of experience in negotiation already.

Expect two full days of learning!

INTENDED AUDIENCE

- Supporting Teams for Large Negotiations
- Direct Negotiators

ADDITIONAL LEARNING

- Video Feedback
- Learning Team-Based Negotiations
- Value Creation Negotiations
- Lessons on Human Behavior and Trust

PARTICIPANTS

We recommend up to 12. Even number of participants is preferred.

