



ADVANCED NEGOTIATION

TAKE YOUR NEGOTIATING SKILLS TO THE NEXT LEVEL

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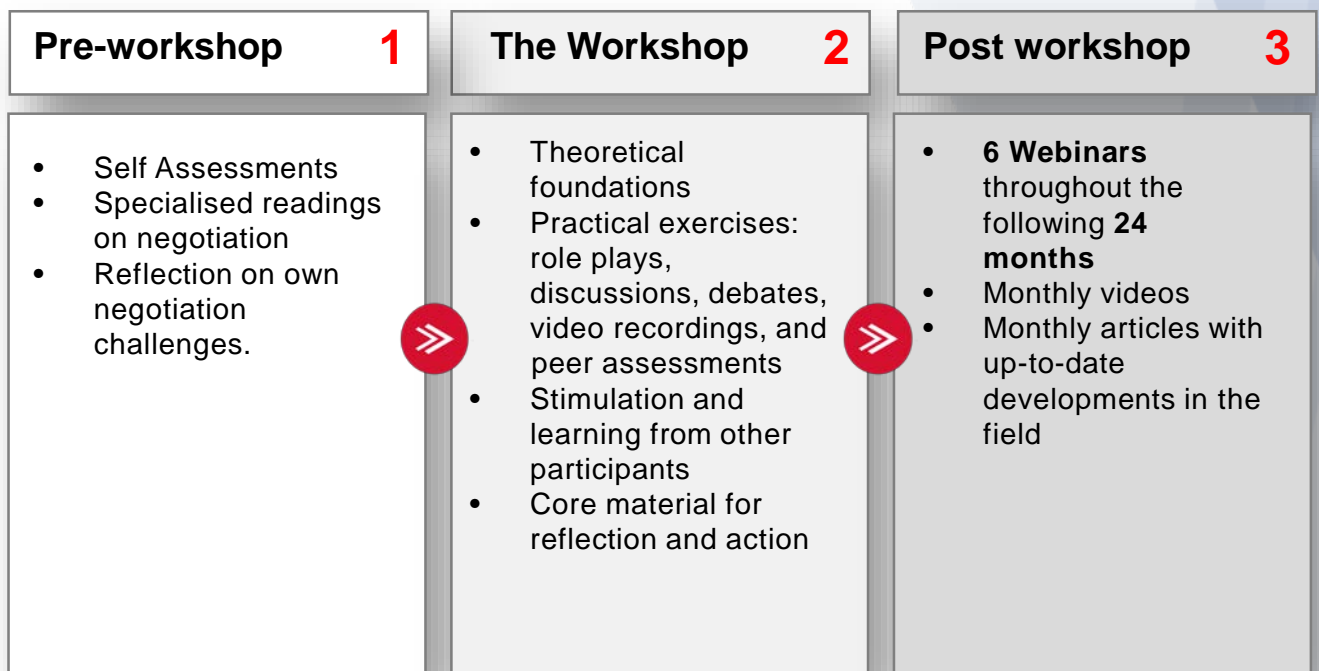
Introduction

This advanced two-day negotiation program, is aimed at experienced negotiators that want to move to the next level of excellence. Focus on handling particularly difficult situations, such as negotiating with no alternatives, dealing with difficult people, and managing internal and external negotiations.

As a result of this workshop, participants will learn **advanced frameworks** to effectively deal with the **toughest challenges** in negotiation, gain valuable practice and apply what they have learned with confidence.

*One out of three participants were able to deliver at least **one million Swiss Francs** of cost savings within three months of the workshop (based on open enrolment workshop in May 2017)*

CABL's THREE-PHASE LEARNING PATH



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Facilitation methods

Negotiation is a performance skill. **YOU CAN LEARN IT!**

This action-learning workshop is based on a mix of specific real life negotiation simulations, group work and theoretical concepts.

Participants are encouraged to share their own work experiences and challenges. Cross learning amongst participants is fostered.

The course is **designed to address a broad spectrum of negotiation problems** that are faced by managers and professionals, in any industry. You will have the opportunity to practice in a low risk environment and to observe yourself and others while negotiating. **Video-recording** are used to review and provide feedback on role plays.



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Key topics of the 2-day course

- Effective preparation
- **Hard bargaining techniques**
- Creating and claiming value
- **Emotions shape negotiations**
- Using your voice to be more influential
- **Multiple equivalent simultaneous offers**
- Managing internal and external negotiations
- **Multiparty negotiations**
- Contingency agreements
- **Post-settlement settlements**
- Dealing with difficult people
- **Negotiating with no alternatives**
- Being more persuasive
- **Putting into all into practice**



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ADVANCED NEGOTIATION WILL HELP YOU

DEVELOP 1

- Concrete strategies for your negotiations while keeping your social relationships intact and retaining personal values

IMPROVE 2

- Your understanding and predictions of people's behaviours

CULTIVATE 3

- Enhanced mental effectiveness and persuasive approaches to craft both competitive and cooperative negotiation strategies

Key Benefits

- **2+1:** Two workshops days + One day of remote learning (six **75 minute** webinars on various negotiation topics and challenges) for a complete blended learning experience to ensure material absorption
- A **structured** approach for preparing internal and external negotiations
- Improved awareness of the **impact your behaviour** has on others and how to use this to your advantage
- Increased ability to create and **claim value** in all your negotiations
- A set of strategies to deal with some of the **toughest challenges** in negotiation
- **Personal feedback** from the lecturer and peers that help identify your strengths and improvement areas
- A healthy dose of **humour** and **fun**
- A complete learning experience, **including pre-work** and **post workshop** assessment
- **UNIQUE:** participants will receive monthly articles and videos as well as partake in specialised webinars to continue the learning journey.

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Course Facilitation



Giuseppe Conti

Creator of Master Negotiators
MEng, EMBA



Since 2006, Giuseppe has been an award winning lecturer at leading business schools throughout Europe (**Cambridge, ESADE, HEC Lausanne, HEC Paris, IESE, IMD, Imperial College, INSEAD, London Business School, Oxford, RSM, SDA Bocconi, University of Geneva, and University of St. Gallen**).



Giuseppe is also a seasoned negotiator combining academic content with a rich practitioner experience from his senior Procurement and commercial leadership roles within blue chip multinationals (Procter & Gamble, Novartis, Firmenich and Merck). He runs customized negotiation and influencing workshops for leading corporations in four continents.



Workshop Details

The **Advanced Negotiation** workshop is delivered as a custom and tailored program for the needs of your business or company.

Participants: Up to 20

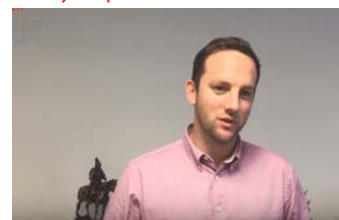
Languages: Available in English, French, and Italian.

Cost, availability, and additional information:

www.cabl.ch or email
Giuseppe.conti@cabl.ch

“Learning the different techniques that parties use in negotiation is something I will look out for in future negotiations”

Mark, Media Manager, International Olympic Committee



CABL Testimonials - Key negotiation challenges at work

Click to view

