



NEGOTIATION BOOT CAMP

OVERCOME OBSTACLES BY LEARNING TO
NEGOTIATE, FAST.

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Introduction

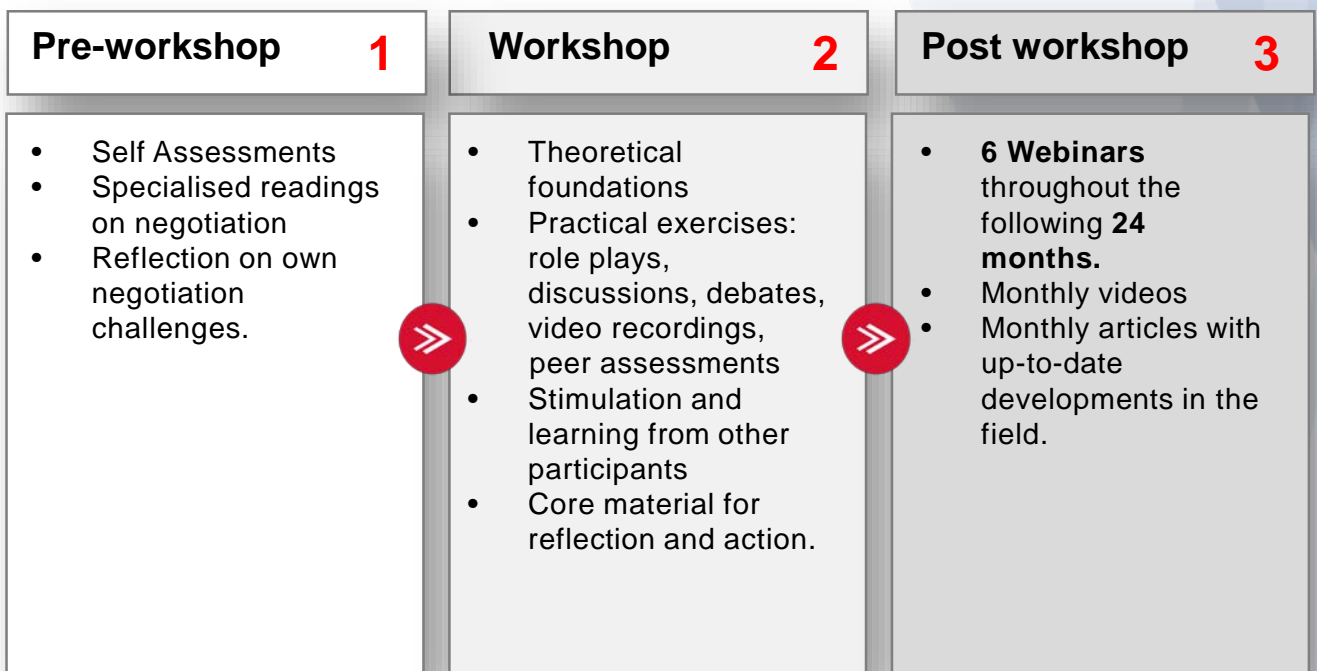
This two-day boot camp is very interactive workshop fully focused on practice and behavioural feedback. The strength of this workshop lies in the behavioural feedback provided to participants throughout the workshop. Theoretical concepts are outlined as part of role play and video role play debriefs. The principle is “Learn by doing”.

As a result of this boot camp, participants will discover their strengths and improvement areas in negotiation and get concrete feedback to move forward in strengthening their negotiation skills.

“Very enjoyable, interesting and useful overall”

Matt, Head of Commercial, International Olympic Committee

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, team exercises and theoretical concepts.

Participants are encouraged to share own work experiences and challenges. Cross-learning among participants is intensively facilitated.

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-recordings** are used to review and comment on role plays.



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Key topics of the 2-day program

- **Negotiation preparation**
- **Understanding the other party**
- **Claiming value (or competitive approach)**
- **Tough negotiation challenges**
- **Creating value (or cooperative approach)**

All supported by extensive role plays, feedback sessions and video debriefs.



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NEGOTIATION BOOT CAMP WILL HELP YOU

INCREASE **1**

- Your awareness about your current negotiation style

IDENTIFY **2**

- Through feedback and self-discovery the path to become a better negotiation

IMPROVE **3**

- Your negotiation skills thanks to the extensive practice, feedback and video debriefs

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
- Discovering your current way of negotiating and how to improve it
- Practice your negotiation skills in a **low risk environment**
- **Personal feedback** from the lecturer and peers that help identify your strengths and improvement areas
- A healthy dose of **humour** and **fun**
- **UNIQUE:** participants will receive monthly articles and videos as well as partake in specialised webinars to continue the learning journey.

This workshop is very effective also with an audience with different skill levels (everyone can learn at own pace).

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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 **Negotiation Boot Camp** 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

"It was incredibly useful, I wish I had these insights earlier!"

*Dmitry, Exec MBA,
Enoro Energy*

