



### Negotiations that get results

We provide customized consulting, seminars and workshops based on our program, "Negotiations Skills That Get Results!" customized with examples and exercises tailored to your organization's objectives, situation and culture.

Our program has been presented to more than 4,000 individuals, including 3,000 Chief Executive Officers (CEO's). This innovative approach to negotiations is based on nearly sixty years of practical negotiation experience in business and consulting.

If you have studied negotiations, you realize most programs rely extensively on tactics to provide an advantage to one party, or at best, create compromised agreements where neither party really gets what they want or need.

Our program is unique because we combine a discovery based approach to negotiations with the applicable "Principles of Persuasion" developed by Dr. Robert B. Cialdini, the recognized world-wide authority on influence and persuasion.

Objectives of our negotiation program includes how to:

- Develop your strategy
- Use discovery to expand the deal and utilize the "Principles of Persuasion" to ethically influence mutually beneficial outcomes
- Respond to others when they use tactics, and
- Use words, phrases and timing to your advantage

Seminars, usually either three hours or a full day, cover the negotiation program objectives and offers individual and group opportunities to practice the new skills.

Consulting engagements and workshops offer greater individual attention and are focused on the specific negotiation scenarios and challenges for your organization. We work with your teams so you can consistently replicate the benefits of this information and each engagement is designed to maximize the number of take-a-ways that can be immediately implemented to improve the results of your organization.