

# Negotiation

## Maximize Your Influence

Is a lack of negotiation experience holding you back? We understand, and you're not alone. 86% of people want to learn how to negotiate more effectively, but 55% say any skills they have acquired are purely self-taught. Imagine what you could accomplish if you had a framework you could apply to any negotiation.

### Audiences We Serve

- C-Suite
- Sales & Marketing
- Learning & Development
- HR & Talent Management
- Women In Leadership
- High Potential Teams

### What You'll Learn

- 360 Discovery Methodology
- The 4 Key Perspectives
- Conflict resolution strategies
- Deal preparation and execution best practices
- Proven framework to apply to any negotiation or opportunity

### PROGRAM MODULES

**MODULE 1:** Set The Stage

**MODULE 2:** Find Common Ground

**MODULE 3:** Ask With Confidence

**MODULE 4:** Close The Deal

### PROGRAM ENGAGEMENT OPPORTUNITIES

- **Signature Program** 8 Hours
- **Accelerated Workshop** 4 Hours
- **Condensed Pilot** 1 Hour
- **Custom** Available By Request

### Voice Of The Customer

"In today's corporate world, negotiating is part of everyone's job. It doesn't matter whether you're in Sales or Marketing or HR, we all have to negotiate. That's why as a leader it's so important to give your people a roadmap for how to negotiate effectively. That's exactly what the Game Changer Negotiation did for us."

– Angela Raub, President, Leadercast