

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

1-Hour Negotiation Course

GAME CHANGER
PERFORMANCE GROUP



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This 1-hour course takes you through our proven negotiation methodology to get immediate results. It's based on decades of experience and research from former top sports agent Molly Fletcher, who made a career negotiating in a highly competitive environment. Her approach to negotiating can be learned, practiced and applied in any business, regardless of your industry, experience, or job title.

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PROGRAM TOPICS

Molly's Philosophy on Negotiation

360 Degree Awareness

Negotiating Styles

How to Close the Deal

Training Outcomes

- Learn how to use curiosity to overcome obstacles during a negotiation
- Learn the power of the pause and when to use it
- Learn to read body language and tone of voice and to convey a sense of calmness and confidence
- Learn to build stronger relationships and close better deals more quickly



4-Hour Negotiation



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PROGRAM TOPICS

MODULE 1: Set The Stage

- What is 360-degree awareness?
- Who are you negotiating with?
- Adapting to different styles of negotiators
- What to research about the other side

MODULE 2: Find Common Ground

- Why finding common ground matters
- Givers, takers, and matchers
- 360-degree discovery model
- Favor Columns
- Using favor columns to find common ground

MODULE 3: Ask with Confidence

- EWOC Analysis - the precision of the ask

MODULE 4: Best Practices to Close the Deal



8-Hour Negotiation

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- Proven framework to apply to any negotiation or opportunity
- Live simulation to put learning into practice

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MODULE 3: Ask with Confidence

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MODULE 4: Best Practices to Close the Deal

MODULE 5: Practice Negotiating with Confidence

- Negotiation Simulation