

- 1  
ENABLE
- 2  
UPLIFT
- 3  
CREATE

# AMPLIFYING YOUR VALUE: NEGOTIATION FOR VALUE GENERATION

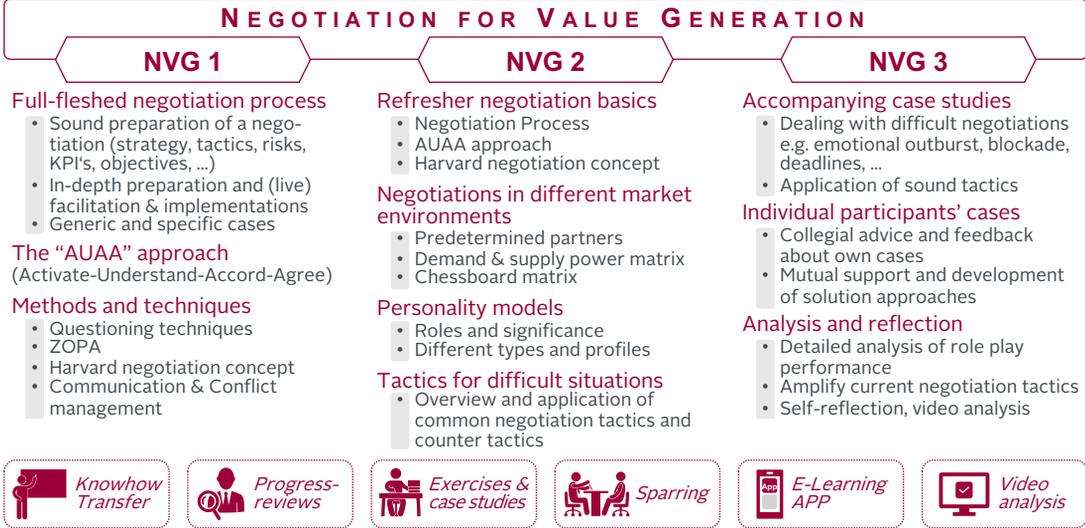


## HOW TO CREATE VALUE THRU NEGOTIATIONS?

How can one establish a common basis in a negotiation when everything distinguishes one from the other? How achieve agreements that build-up partnerships, even in business eco systems, that are proven to be multi-complex, highly uncertain and changing on rapid pace? How to hammer out results by ways of negotiation?

## AMPLIFYING YOUR NEGOTIATION SKILLS!

Our negotiation portfolio helps you optimize value creation techniques thru the use of multiple frameworks and client-specific behavioral simulations. Dependent on client-specific situation and given objectives, we offer 1 - 3 modules (or a condensed combination), with contents such as:



## OUTCOME OF NVG 1-3

- ✓ Getting an aggregated overview of the negotiation fundamentals and deep insights into the various techniques that can be used.
- ✓ Analyzing the own and the counterparts market position and adapt strategy accordingly.
- ✓ Dealing with the most difficult, complex negotiation situations.
- ✓ Enabled to prepare a negotiation competently and successfully.
- ✓ Being aware of various personality types when entering negotiations.
- ✓ Advisor to peers for developing approaches in critical situations.
- ✓ Tools & techniques get applied.
- ✓ Common negotiation tactics are known, within difficult settings, counter tactics get applied.
- ✓ Reflect own performance and derive improvement potential for upcoming negotiation situations.

## TARGET GROUPS

- Leadership / Executives
- Procurement
- Sales
- Anyone in charge of negotiations

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