

1
ENABLE

2
UPLIFT

3
CREATE

AMPLIFYING YOUR VALUE: NEGOTIATION FOR VALUE GENERATION

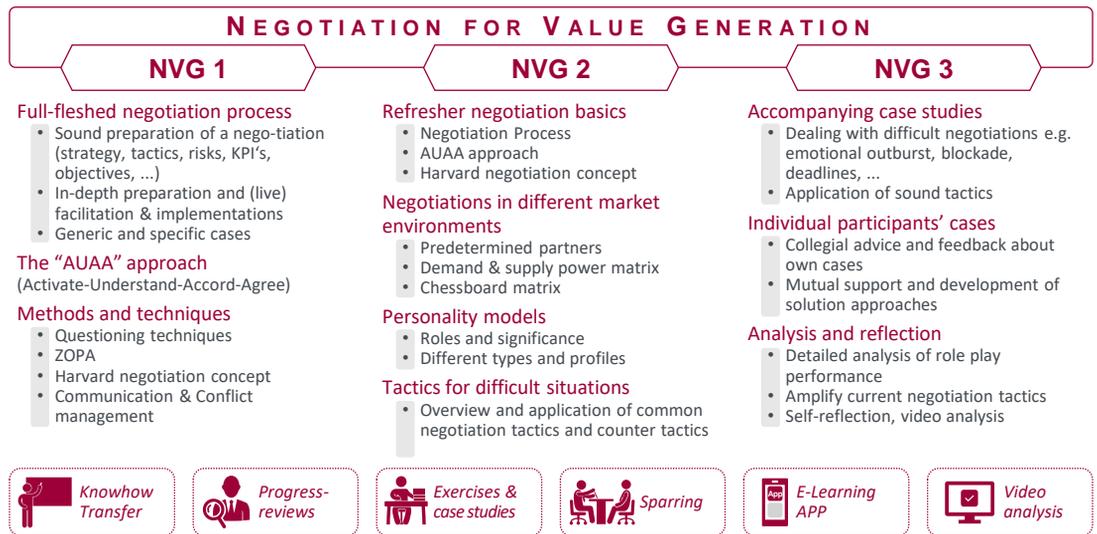


HOW TO CREATE VALUE THRU NEGOTIATIONS?

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

TARGET GROUPS

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

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