



# Negotiating for Results

## What You'll Learn

You'll get proven tips, tactics, and strategies to improve the results of your business negotiations. A scalable framework that accommodates large negotiations, small negotiations, and all sizes in between will be shared. You'll discover the impact your negotiation style and the outcome of the final agreement can have on your organization long after the negotiations have concluded. As a result, you'll be able to get more from your negotiations than just what happens "at the table."

## Should You Attend?

Whether you have decades or weeks of negotiation experience, whether you buy goods and services or sell them, you'll benefit from this Workshop if you want to stay sharp or learn new negotiation tips and tactics.

## Skills, Tips, and Insights You'll Leave With

- How to prepare properly for negotiations
- How to ask questions to avoid surprises down the road
- How to identify your counterpart's personality type to reduce negotiation friction
- How to develop negotiation ranges to improve the odds of getting the deal done
- 15 critical concepts to know before negotiating any contract
- How to evaluate whether the "final" deal is a good fit for your organization
- How to determine when you should walk away (or run)
- How to gain and maintain negotiation leverage throughout the negotiation process

## Workshop Length and Delivery Model

2 days of live training conducted at your site...at your convenience

## No Hagggle/No Hassel Pricing

\$18,500 USD for continental US sites (all travel and other expenses included); contact us for pricing outside of the continental US

## Contact Us Today to Schedule This Workshop at Your Site

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