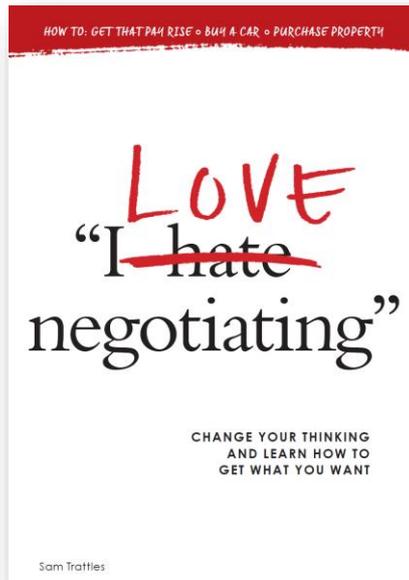


'I Love Negotiating' Corporate Training Programs



WHAT'S IT ALL ABOUT

'I Love Negotiating' Corporate Training Programs are designed for those who aim for better **negotiation outcomes with smoother and more collaborative processes**.

Each program is tailored to help people build their confidence and capabilities in negotiating at work. Participants will understand their **individual negotiating style** and **learn the tools for delivering positive results** for themselves, their team and the organisation.

Negotiating is a learned skill, typically learnt 'on the job' so strength in this skill builds by understanding the foundations of a good negotiation and consistent practice. Our programs **guide participants** through the **four key stages** of a good negotiation, Accept | Prepare | Engage | Close, breaking down the process to follow a **tried and tested framework** for good outcomes, every time.

Attendees will practice real-life situations to ensure that **practical application of skills** is part of the process, building confidence to **hit the ground running post training**.

'I Love Negotiating' Programs are created to help attendees achieve better and more consistent results. Whether in external business deals, critical cross-department conversations or within teams, this program will help people achieve their goals while **developing and maintaining important professional relationships**.

87% of people
are either sometimes
or always apprehensive
about negotiations
(ref salary.com)

WHO SHOULD ATTEND

Our programs have been created for:

- Those who **make money** for the company
- Those who **save money** for the company
- **Managers** - front line to senior leaders
- **Individual contributors** for skills improvement
- **Whole teams and BUs** improve these skills

OUTCOMES

Individuals who participate in our programs:

- Become **better communicators**
- **Gain confidence** for complex negotiations
- Achieve **improved financial outcomes**
- Build **stronger business relationships**

Organisations with more good negotiators see:

- Increased **x-team collaboration**
- Positive impacts to **productivity**
- Better **customer satisfaction** interactions
- Improved **staff retention**
- **Better results** by saving or making more money

Our point of difference

All of our training sessions have both a **master facilitator** and the **subject matter expert** in attendance.

Program options

We offer sessions from 90 minutes up to two-day tailored programs, with participant fees from \$400 per person.

Let's get started

Contact us today to discuss how we can best help:

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