

COMPREHENSIVE NEGOTIATION TRAINING FOR PROFESSIONALS

Open-enrollment for individuals and small groups

Do you have a new member of your procurement or sales team? You want to give them negotiation coaching, but you don't have the time?

Now you can offer affordable comprehensive negotiation training from an experienced, world renowned negotiation coach.

Not only will they learn what is taught at the Harvard Executive Negotiation Workshops, they will receive the support needed to insure they employ these negotiation mastery strategies with success.

This is not your usual negotiation course. Two-days and good-bye.

Over a period of 4 months the participants will have extensive opportunities to practice the *Negotiate Smart*[™] Strategies and skills to ensure they are internalized and the participants confidently negotiate the best possible agreements with consistency.



LOGISTICS OF LIVE VIRTUAL TRAINING

Four months of on-going live virtual training sessions, on-demand videos, live negotiation exercises, a private facebook group, ongoing small group sessions, live question and answer meetings

All meetings will be recorded and can be downloaded and watched at any time

Opportunities for small group and individual coaching as needed

Interactive simulations to ensure success

All workshop materials provided including a handbook, extensive handouts, checklists, negotiation roadmaps, and optional quizzes

Follow up consulting as needed

MODULES INCLUDE

The 28 essential *Negotiate Smart*[™] key strategies
How, and when to open the negotiation
Power moves to gain cooperation and avoid conflict escalation
Master planning. The key questions to answer when preparing
Pre-negotiation moves to set the stage for a successful outcome
Turning their "no" into a favorable agreement
Value creation: uncovering your leverage to gain power
Managing the triggers that derail negotiations
Keys to the Emotional Intelligence of Negotiation
Dealing with Hardball negotiators
Four negotiation systems, when to use each
Creating personal charisma vs. virtual charisma

FEE

\$1,450; includes all materials, preparation, and post-workshop services (group discounts available)

TO LEARN MORE

RuthS@CastleNegotiate.com
www.castlenegotiate.com

Money-back guarantee. If you are not satisfied with the quality of this program and your increased effectiveness as a negotiator, you will receive a refund.

TAKE IT FROM THEM

"Ruth is a deep expert in negotiation strategy."
— Accenture

"Informative, research-driven, and enjoyable training that will actually help in your daily job."
— Express Scripts

"I feel this is one of the best workshops my company has had. It was relevant to my job and it will be very helpful in how I deal with both internal and external issues in the future."
— Magda

"Your negotiation training session was phenomenal. We are continuing to develop the negotiation skills you taught. We meet regularly to debrief as you suggested and continue to set negotiation goals."
— Electric Components International

"With (the) *Negotiate Smart*[™] training (I) settled the issue and closed the Dead lock issue with the gain to Company of worth \$38,461.00 "
— Chassis Brakes International

"Three months after attending a *Negotiate Smart*[™] workshop I sourced (an agreement) was worth \$3.7M in piece price when comparing the most competitive 1st round quote to where I finished."
— FCA

"The *Negotiate Smart*[™] training has been a great eye opener for me and my team. Now my team is much better prepared to negotiate and they have a great base to keep on growing in their careers."
— SRG Global

"Ruth will be back soon for the next level of negotiation training and there is a wait list because the first round was such a success. Thanks, Ruth, for creating such fun and easy to implement tools. You have a group of fans at Impossible Foods, for sure!"
— Impossible Foods

"Ruth is spectacular!! If you are lucky enough to get an invite to this seminar jump on it. It will be time well spent and will certainly improve your negotiation skills and tactics."
— Dexter axle