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### The Negotiation Experts

We used the Negotiation Experts' *Negotiation Diagnostic Profile* prior to our Global Procurement Seminar, to assess where our people were in regards to negotiation skills, and create some discussion around challenges they faced in negotiations.

We found the profile to be an excellent indicator of which areas needed improvement it also provided the participants with an ability to introspect on their own skills. When the participants discussed the groups' outcomes, they realized they all faced similar challenges, which allowed the group to develop solutions together on some topics. Isolated difficulties could also be addressed through discussion from more experienced staff.

The Negotiation Profile proved to be a powerful tool to assist in the development of our group.

Yours sincerely,

A handwritten signature in black ink that reads 'G. Haley'.

G. Haley  
VP, Global Procurement

