

Our initiative to create a sales negotiation capability for our Senior Sales, Channel and Regional Managers led us to look for a specialist negotiation solution provider.

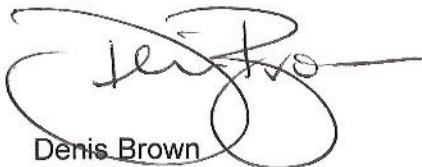
As a first step, a member of our Sales Training and Development team attended one of The Negotiation Experts' public courses. It was important that our training be focussed on the large and complex Retail sector negotiations that our senior negotiators grapple with.

We started the customisation of our training solution by completing an online negotiation diagnostic profile. This identified areas of commercial opportunity and challenge, which we discussed in detail with The Negotiation Experts' senior consultant. Two complex case studies were created, which were realistic and stretched everyone. Coupled with gloves-off discussion of learnings from the video analysis, these role play case studies made for a powerful learning experience.

I liked the engaging style of facilitation and the practical exercises. Our 4 day Advanced Negotiation Trainings are now being followed up by customised case studies. I'm looking forward to seeing the improvement in negotiation capabilities on these case study days, and in seeing just how much of the skills, tools and processes taught have stuck.

If you would like to call me to discuss further please call 02 9931 9888.

Regards



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