

Handläggare

Sara Gustavsson

Datum

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Vår referens/nr

We were concerned about investing in training in an economic downturn. I'm glad we took the decision to go ahead, and that we chose The Negotiation Experts. The negotiation training was a good investment for Skanska, and in the month since the training has already started to add a lot of value to our negotiations.

It not only strengthened our co-workers negotiation ability but also gave them an increased self awareness as well as a deeper understanding for each other's areas of strength and challenge - so important for team negotiation.

The 2 role play exercises that were customised to reflect Lease Managers and Project Managers' ongoing property negotiations were challenging and engaging for both groups. Managers were given the opportunity to learn from each other during the team negotiations, and then deepen their learning with the trainer's video feedback that followed. This was the first time that all countries managers came together to share negotiation ideas, stories and solve their most pressing negotiation problems with the assistance of both team and the trainer.

The trainer was a very skilled facilitator with the ability to deliver both structure and tools in a humorous manner.

We will be happy to continue our cooperation with The Negotiation Experts going forward.



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