



Advanced Negotiating *for Serious Negotiators*

Stepping Up Above the Basics

Our courses are tailored for professional negotiators who need to be on top of their game. It is simple enough to understand the basic structure and processes, but to be able to use them under pressure and to good effect is something else!

Advanced Negotiating Workshops from **Scott Roberts & Associates** will help you to:

- Build Self Confidence
- Be ready to face negotiating challenges
- Stay calm and patient in high pressure situations
- Increase your range of tactical and strategic options
- Develop a strong personal negotiating style
- Manage difficult situations and aggressive people
- Recognise and take advantage of every negotiating situation

*"Clarity - Great confidence
giver. - Excellent at letting you
think of the "answer"."*

On-Line IT Manager,
Major Retailer

*"Making you really think about
things."*

Business Development Man-
ager

The Advanced Negotiating Workshop

These are highly participative events, concentrating on practical negotiations.

- Audit personal skill level.
- Increase creativity and flexibility.
- Sharpen up critical skills - listening, pacing, questioning, analysis, strategic planning, tactical flexibility, creativity.
- Understand and manage difficult / aggressive / competitive people.
- Practise different negotiating styles to develop a greater range of options.
- Develop improved management and control of negotiating teams.
- Learn how to observe, break down and analyse negotiations to improve audit and reviews.

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01304 852390



The Masterclass

A special Masterclass for senior practitioners who want to push themselves to higher performance levels. These Masterclasses are informal, but hard working workshops and only available to those who wish to be there with other like-minded negotiators.

We all work to extend our boundaries of knowledge, experience, technique, strategy, tactics and style.

Experienced Negotiating Coaches

Our coaches working with your staff will be accomplished negotiators. Each member of the team has expert business knowledge, concrete achievements in demanding roles, and offers a unique range and variety of industry and functional expertise. We will work with your leaders and human resources professionals to get the right match between our coach and your executive for the best result.

The Benefits for Your Business

As a result of our Performance Coaching, your negotiators will be able to take on new responsibilities to:

- Focus on improved business results
- Build strong internal and external relationships
- Inspire individuals and teams to achieve greater negotiating success
- Coordinate intelligence and provide efficient knowledge management and creative thinking
- Continuously improve their own and their team's negotiating capabilities
- Be significant contributors to the future health of your organisation

"Speaks with authority, highly engaging. Intense (commands respect), but retains approachability."

Deal Maker, Venture Capitalist

"Strong background of "hands-on" negotiating experience - made learning realistic - Thanks."

Buyer, Electronics

"Superb negotiator. Shared personal experiences. Explained everything clearly and concisely. Very good teacher."

Business Development Manager, FMCG

By using **Scott Roberts & Associates** you will establish a ready reserve of talented individuals to provide continuity, consistency and profitable growth.

For more information, please contact Scott **Roberts** & Associates on:

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