



## Sharppractices

*Serious Workouts for Serious Negotiators*

### Sharppractices - Sharp Negotiating - Sharp Deals

Just how ready will you or your team be for your next negotiation? Where and when can you practise? How can you consolidate your skills following a course?

We have developed **Sharppractices** to answer these questions. It is the solution for those of you who, having invested in expensive training, want to maintain and build your negotiating skills. A friendly and safe environment to:

Tighten up **Preparation** and **Planning Disciplines**

Sharpen up all your **Negotiating Skills**

Improve your **Listening** and **Understanding**

**Practise** constructing and **Presenting Proposals**

Develop **Strategic** and **Tactical** options and awareness

Review and build your fund of **Trading Variables**

Plan **Contingencies** and review **Options** when a deal is not possible

Be aware of habits that might influence your **Performance**

Increase **Creativity**

**Be Confident Under Pressure**

Practise **Team Disciplines** and ensure each member fully understands each role

Provide **Cost Effective** approach to **CPD**

*"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  
Manager**

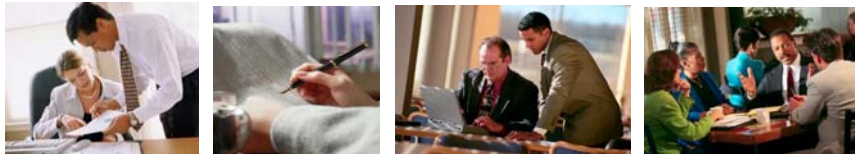
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#### Contact us:

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**IF** you want better deals - **THEN**



**Short Sessions to fit into your busy schedule**

**Morning—Kick Start (from 8:00am to 11:00)**

**Working Lunch (from 12:00 to 14:30)**

**Tea Time (15:00 to 17:30)**

**Evenings (18:00 to 20:30)**

**What might suit your team?**

**These events are useful in preparing ahead of:**

Bids—Pay Bargaining- Renewing Contracts

Managing your advisors - Negotiating price changes

Introducing new working arrangements - Managing change

With **Scott Roberts Negotiating** as part of your team you might have an unfair advantage!

For more information, please contact ScottRoberts & Associates on:

**+44 (0) 1304 852390 or [info@sharprractices.co.uk](mailto:info@sharprractices.co.uk).**

*"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**

**Contact us:**

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