

Maximizing your return

Includes:

- Understanding The Process
- Establishing the Commercials
- Holding The Deal Together
- Confidently Trading Variables
- Managing Yourself And Managing Tactics
- Styles And Values
- Building the Deal ...Patience

Advantages

To have success in Negotiating we believe you need to move from a combative transactional style to one that is solely focused on generating an acceptable agreement. There are no 'tricks', only great skills, good self awareness and a very clear understanding of what is the right outcome for your business.

Our team is highly experienced from roles on both sides of the selling/ buying table and will share with your team insights on the way the other side typically operates.

Course Overview

The program is a role play and business game driven workshop. Where possible we also incorporate a personal business negotiation challenge as part of this two day program.


Delegates are observed over the 2 days to identify personal opportunities and on day two this culminates with a negotiation and feedback session. The individual feedback is aimed at helping the delegate improve their self awareness and impact. The facilitators will look for behaviors that are likely to reduce negotiating effectiveness including use of language, body language and other habits.

We will work in conjunction with AusVeg to create relevant industry specific case studies to ensure acceptance and buy-in from delegates.

CORE Negotiation is the foundation program and as such designed as an introduction and is perfect for those with some, or a moderate level of negotiating experience. We flex for cultural fit and the general level of delegate experience before adopting any particular delivery style - we tailor delivery to suite the audience and channel.



Supporting Tools



Negotiation Toolkit:

Excel and Paper based with handy 'Negotiation On A Page' planner

Case Study Driven—AusVeg Tailored

Three case studies will form the foundation of the program focusing in the areas of most tension for suppliers in this sector. Each case study will be tackled in pairs or teams to ensure that delegates are not overwhelmed or lose the learning opportunity through pressure of the “role play”.

Contract Negotiation

Simulating the typical discussions leading to the awarding of a supply contract

- Key Variables
- Behaviours
- Tactics Management

Pricing Variation

Submitting a price change and managing the reactions of the retailer

- Planning
- Communication
- Pacing and timing

New Product Submission

Once the product has been agreed, negotiating the Terms and Conditions

- Planning
- Communication
- Pacing and timing

Personal Journey

Each delegate works on a personal case study relevant to their business. These are shared with the facilitator who will provide feedback on the thinking and planning.

If appropriate in closed workshop sessions, groups may share to provide additional inputs and challenges to the plan.

The output is a real life example using the techniques and skills practiced in the workshop.



Program

The workshops will be run over two consecutive days in metropolitan venues. Any companies who would prefer to run the course ‘in house’ need only meet the minimum number requirement. We often find that non-competing companies might share an inhouse course so that their delegates are more able to share personal experiences.

Fees:

Members: \$1350 ex GST, (10% discount on 5 or more delegates)

A minimum of 10 delegates is required per program

Included:

All materials, lunches and break beverages.



Ongoing Support

All delegates will have access to our members only area on our web portal which will contain materials and examples to be used throughout the program.

Additional coaching mentoring is available and can be customised to each delegate's specific needs.

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