
NEGOTIATION COACHING



EXPERT COACHING FOR
COMMERCIAL NEGOTIATORS

OVERVIEW

Our coaching program is designed to significantly bolster the skills, abilities and outcomes of your negotiating team. It is equally effective as an expert intervention to optimize the 14 behaviors of a skilled negotiator, as it is to provide generalized support to specific negotiations that you and your team are facing into. As such it can be flexed to offer coaching on best practice for the planning and preparation of commercial negotiations, or as support on a specific live negotiation.

WHAT DOES IT INVOLVE?

Negotiation coaching is confidential, one-to-one or team conversation with a trusted negotiation expert. It is designed to refresh and develop skills, add insight and shine an expert light onto the challenges and issues facing you and your team in your negotiations today.

As such, coaching conversations are typically focused on building knowledge and skills, brainstorming creative solutions and building pathways to overcome obstacles.

Coaching offers a uniquely personalized and tailored approach to meeting today's negotiation challenges, giving you the time, space and knowledge to prepare for your negotiations.

WHAT DOES A COACHING PACKAGE INCLUDE?

- Access to a selection of expert negotiation consultants around the world
- A free chemistry meeting
- Up to 8 hours of face-to-face or virtual coaching
- Slots in pre-agreed blocks of time that work for you and your team
- Concluding discussion between the coach and team manager to review learnings and set agenda for future success
- Evaluation of impact

BESPOKE PACKAGES

The Gap Partnership works with global organizations on worldwide coaching agreements and is happy to discuss the various ways we could work with your business to suit your needs and that of your workforce. We are able to customize our coaching solution in partnership with you to ensure that you reap the optimum value from your investment.

NEGOTIATION COACHING IS FOR YOU IF...

You manage a negotiation team and wish to enhance their negotiation capabilities both as individuals and within the team.

You are an experienced commercial negotiator who regularly manages complex negotiations.

You've completed The Complete Skilled Negotiator and are looking to refresh and enhance your skills.

You have a live negotiation challenge and are looking for additional external coaching.



FOR MORE INFORMATION please contact us via thegappartnership.com