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# The Virtual Negotiator 2.0

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Master the art of effective  
and confident virtual  
communication

## Overview

This workshop is an innovative, unique and practical response to the modern world in which we spend an increasing amount of our professional lives communicating virtually.

This new reality is dissonant with the fact that many highly skilled negotiators have honed their craft in face-to-face settings. These skills do not automatically translate into a virtual environment where the rules of engagement are different and can vary between platforms.

The Virtual Negotiator 2.0's primary purpose is therefore not to teach negotiation skills per se, but rather how they can be effectively adapted and implemented in a variety of online environments.

Delegates leave the workshop with the understanding and confidence to maximize the value of their negotiations through conscious deployment of virtual communication skills - whatever the platform.

## Key features

- ✔ An online workshop, so delegates can attend wherever they are in the world
- ✔ 12 delegate places for optimum learning
- ✔ A highly effective blend of online learning, online tutor-led learning, group and individual work, and simulated negotiations
- ✔ The beginning of the workshop refreshes the fundamental principles of negotiation
- ✔ Subsequent modules deep-dive into each of the main virtual communication platforms and how to succeed when negotiating on them
- ✔ Course content suited to Millennial and Gen Z professionals as well as seasoned negotiators
- ✔ Access to a suite of sophisticated online planning tools
- ✔ Online profiling and 360° feedback

## Description

The Virtual Negotiator 2.0 begins with eLearning program, The Foundation Negotiator, which acts as a refresher on the core tenets of negotiation. Delegates also conduct a negotiation entirely by email, that then serves as a benchmark for their progress throughout the workshop.

A further four modules analyze the pitfalls, opportunities and best practice approaches to negotiations by email, SMS, instant messaging, phone or audio conference, and video conference.

Throughout, delegates are taught advanced communication skills in each medium. These include how to ensure the interpretation of their messages aligns with their intent, and how to effectively question and listen to get the necessary information and insight required to negotiate effectively.

The workshop also examines the impact of virtual negotiations on the perception of power, and how to read the emotional state of their counterpart in a virtual context. Delegates learn how to consciously manage their own facial expression and voice to optimum effect, and the steps they can take to ensure their background, camera and general appearance support the messages they need to deliver.

Practical exercises throughout road-test understanding of the learning points to ensure they have landed and can be replicated in the real world.

## This program is for you if...

*You are an experienced commercial negotiator looking to adapt your skills to different virtual environments.*

*You are a "digital-native" with some negotiation proficiency and wish to develop your capability.*

*You are looking for training that is unlike any you have done before that will give you a competitive advantage in your negotiations both at work and in life.*

**FOR MORE INFORMATION please contact us via [www.thegappartnership.com](http://www.thegappartnership.com)**