



## Digital Advanced Negotiation

### Course Overview

The Advanced Business Negotiation Academy is a ground breaking 6-week online course with downloadable workbooks, live individual & team based business negotiation simulations with peers, recorded video based simulations and individual coaching sessions with professional negotiators. It shows you how to be a world class business negotiator.

### Max. No Delegates

N/A

### Duration

6 weeks/10 days

### Style and Approach

You watch the videos, complete the action items & simulations, use the provided tools and templates. Schedule your one on one negotiations simulations and coaching sessions with a professional negotiator, follow the process, and get results.

### Programme Structure

The Advanced Business Negotiation Academy is an online course, it starts the moment you enroll. You can complete it in your own time and work through it as fast or slow as you wish. You get lifetime access.

### Audience

The Advanced Business Negotiation Academy also known as the Absolute Negotiation Power Program is for anyone in the business world



## TOPICS AND SESSIONS

- Discover your business negotiation strengths & weaknesses.
- Learn how buyers (& you) think & reach decisions.
- Develop ridiculous levels of deal making confidence.
- Go toe to toe with the toughest buyers & executives.
- Lead multi-disciplinary negotiation teams.
- Cut through negotiation complexity.
- Accurately identify all stakeholders and their interests in complex, high value transactions. Out negotiate professional corporate procurement.
- Out negotiate sole vendors.
- Confidently lead negotiations with high value sports and entertainment related marketing assets.
- Close deals without being 'salesy' or 'sleazy'. Negotiate effectively using any form of interaction (email, messaging, conference calls, video calls, in person etc.).
- Effortlessly negotiate performance and compliance with assets under management.
- Create an organizational negotiation capability for your business or team.
- Evolve cutting edge persuasion skills.
- Fortune 500 proven, mega deal tested business negotiation process.
- Become a business negotiation coach.