

Influential Negotiation uses the **PACT** approach; a structured practical methodology to ensure you are in a position of strength and that you know your desired outcome and limitations to reach an formal decision or agreement between two people or groups of people

The program is structured around your current business scenarios and allows a step by step approach to be taken and practiced that can be applied immediately

Influential Negotiation is supported by an interactive Negotiation Planner tool to help plan and prepare for your scenario, ensuing that the methodology can be applied and success achieved

<p><b>P</b>lan</p> 	<ul style="list-style-type: none"> <li>Creating Value</li> <li>Improving Performance</li> <li>Advantages</li> </ul>	<p>Prepares your business proposition for a successful negotiation</p> <p>Considers how your offer will benefit the buyer and what attributes will be important in a strong negotiation</p>
<p><b>A</b>nalyse</p> 	<ul style="list-style-type: none"> <li>Identifying Questioning</li> <li>Significance Questioning</li> <li>Clarifying Questioning</li> </ul>	<p>Uses a questioning method to create interest and a realised demand your product or service before the negotiation begins</p> <p>A highly effecting selling approach which understands the buyers position and preferences</p>
<p><b>C</b>ommunicate</p> 	<ul style="list-style-type: none"> <li>Opening Position</li> <li>Target</li> <li>Walk Away Point</li> </ul>	<p>Proven methodology to structure a successful negotiation by understanding your requirements and limits</p> <p>Ensures that the negotiation outcome is successful rather than costly</p>
<p><b>T</b>ransact</p> 	<ul style="list-style-type: none"> <li>Concessions</li> <li>Clawbacks</li> <li>Gaining Commitment</li> </ul>	<p>Influential negotiation requires a structured approach to ensure your getting as much back in return for what you offer</p> <p>A series of commitment strategies complete the influential negotiation to ensure that the outcome is fully realised</p>

Practical and interactive modules to develop your teams effectiveness

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