
THE VIRTUAL NEGOTIATOR



THE ONLINE TRAINING
PROGRAM FOR EXCELLENT
VIRTUAL NEGOTIATION

OVERVIEW

We are living in a world that is increasingly digitally enabled, in which negotiations take place with fewer face-to-face meetings or phone conversations - or perhaps even none. Likewise, digital learning for professionals is now more than ever the norm, offering convenience, value and effectiveness.

This brand new workshop from The Gap Partnership combines these new commercial realities to offer up an innovative online learning experience for negotiators everywhere.

In it, delegates learn best practice strategies and tactics that can be brought to every negotiation - whether in person, over email or by phone - for guaranteed success.

KEY FEATURES

- A workshop that is entirely online, so delegates can attend wherever they are in the world
- Delivered “live” by expert negotiation consultants with years of relevant commercial experience
- A comprehensive introduction to the fundamental principles of skilled negotiation
- A proven 8-step process that can be applied to all current and future negotiations, both virtual and face-to-face, to ensure optimum results
- Real-world role-plays including a negotiation conducted entirely by email
- Access to a suite of sophisticated online planning tools
- Online profiling and 360° feedback

FOR MORE INFORMATION please contact us via thegappartnership.com

DESCRIPTION

With modern life filled with email, video calls, texts and instant messaging, many negotiations take place without meeting or even seeing the person you're negotiating with. These “virtual” negotiations can disrupt the traditional process by removing techniques such as reading body language from the equation.

The Virtual Negotiator teaches you the new rules, strategies and tactics that can help increase your confidence and reduce stress when tackling even the most difficult negotiation virtually.

You will learn a practical 8-step process that you can use on a daily basis in any negotiation. We'll then show you how to adapt and apply it to remote interactions in which digital media is the primary negotiating platform.

You'll leave the workshop with the ability to negotiate masterfully whether in person or virtually, giving yourself confidence to manage all of your negotiations like an expert.

The Gap Partnership is the world's leading negotiation consultancy. We have been teaching negotiation skills to clients all over the world for over 20 years. This course is guaranteed to teach you life-changing skills that are now more relevant than ever.

THIS PROGRAM IS FOR YOU IF...

You are a commercial negotiator looking to develop your capability in negotiation skills, both f2f and online.

You are facing changing client and supplier behavior, including travel bans, fewer in-person meetings and an increase in virtual and email negotiations.

You are looking for a negotiation skills course that is delivered entirely online and avoids the need for you to travel.