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# THE FOUNDATION NEGOTIATOR

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THE ONLINE NEGOTIATION  
SKILLS TRAINING PROGRAM

## OVERVIEW

Negotiation is an essential and unavoidable part of life. Whatever your profession, being trained in this vital skill can mean the difference between your ability to get a great deal, and one that results in lost value for you and your business.

The Foundation Negotiator is a powerful online course that delivers the critical core competencies in negotiation to all participants - whether it's your first experience of negotiation skills training, or you are using it as a refresher.

## KEY FEATURES

- Eight easily digestible interactive modules accessed online
- Each module takes approximately 20 - 30 minutes to complete
- A combination of theoretical input, real-life examples, and a final negotiation case study
- Introducing *The Keyhole*, a negotiation model which provides proven and effective discipline and rigor in your approach to any negotiation
- An understanding and application of four key negotiation stages: *explore, propose, counter and agree*, all underpinned by planning
- Practical exercises and a course summary
- A concluding test of understanding offering an opportunity to practice your new skills in a module in which each participant negotiates a deal, and is measured on the value created
- Multi-platform and accessible via mobile, tablet or PC

## DESCRIPTION

The Foundation Negotiator has been specifically designed to offer a learner-centric experience. Using the principles of gamification, it allows delegates to plan their learning in bite-sized pieces for a convenient and compelling learning journey.

## WHAT DELEGATES SAY

*"In-depth but not complicated. Broken down into bite-size chunks...good to be able to do it at one's own pace and schedule."*

*"It was very interactive, the videos were helpful and clear. The examples were easy to understand. All the tests really helped me practice all the theory."*

*"The layout and preparation work was outstanding as it built to the final exercise. This is an excellent course! Wish I had taken it years ago..."*

## THIS PROGRAM IS FOR YOU IF...

*You are a professional in any sector and want to learn more about the skill of negotiation, and/or boost and refresh your existing skills.*

*You are a beginner or an expert - this program works equally well as an introduction to the basic principles of negotiation, as it does as a refresher for those who have already undertaken some form of negotiation training and wish to have their skills revitalized.*

*You are ready to be richer in your professional and personal life - whatever your skill level.*

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