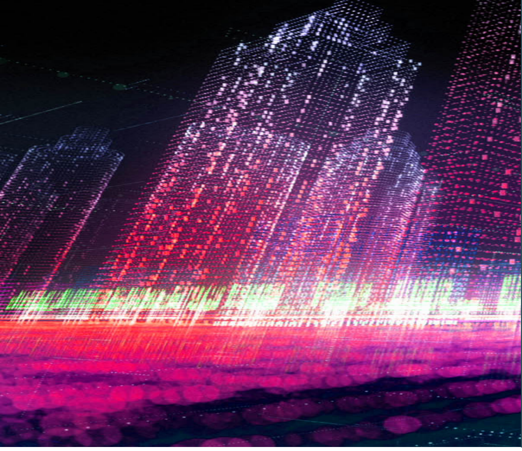
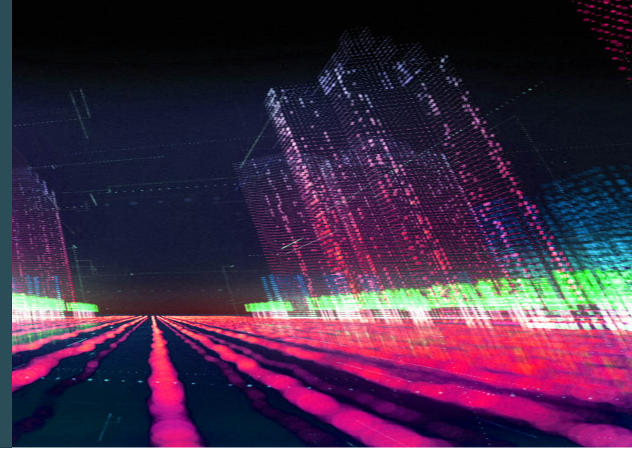


ADVANCED NEGOTIATION:

The best outcomes for you and your business

TEMPLAR ADVISORS



WHY IS THIS RELEVANT?

Even more experienced negotiators remark that they increasingly rely on a relatively limited range of familiar techniques. Those approaches may deliver reasonable or even good results, but they are inconsistently applied, and seemingly by luck or even intuition. Often, even senior figures have little to no formal knowledge of the broader and deeper range of tactics and skills that they could deploy - or might face.

Senior negotiators in the financial services arena do not want to be vulnerable in interactions with uncompromising characters. Investing focused time exploring, discussing and practicing advanced techniques equips key executives to level the playing field in discussions with often highly motivated counterparties.

Templar's approach blends real-world experience (PE deals, SPAs, MIFID II) and a thorough grounding in the existing literature to offer clients directly applicable, immediately relevant tactics and techniques deployable in the specialized financial services arena.

COURSE OBJECTIVES

The primary objective is to improve negotiation skills in order to achieve the best outcome in discussions with key counterparties.

Templar sessions are focused on immediately practical, relevant and personal techniques as well as robust theoretical frameworks, a programme that will look at the dynamics of telephone, email, face-to-face and team negotiation.

OUTCOMES

Negotiators should leave the program with up-to-date methodologies, enhanced judgement and an expanded range of techniques and tactics to achieve their aims in a wide range of scenarios. Post-course application scenarios often include:

- Negotiations with different cultures and personalities
- Relationship discussions
- Contractual discussions with agents of third parties
- Internal budgetary or resourcing negotiations
- Fee and term negotiations
- Complex, extended agreements with multi-parties

INDICATIVE CONTENT

Plenary (up to 20 pp – 1 hour)

- Rules and guidelines
- Quick planning and preparation
- Key plays and counter-plays
- Value proposition
- Increasing your power
- Blind auctions
- Making concessions: how and by how much
- Non-rational levers for influence
- Calibrated questions

Practical groups (8 pp / half day to 2 days)

- Practical application of the plenary content
- Personal negotiating style: Tone, pace, body language, 'tells'
- Opening: What to say
- Signalling – importance of language
- Trading: Push and pull
- Deadlines and ultimatums, including escalation of demands and re-bidding
- Dealing with power plays
- Live, video calls, phone and email
- Overcoming inertia
- Closure and agreement
- Team dynamics

PRACTICAL – RELEVANT – ACTIONABLE - MEASURABLE

HOW TEMPLAR HELPS

FORMAT AND FEEL

We can deliver Negotiation sessions in a variety of formats, from short plenary sessions, through to multi-day and modular skills sessions.

We believe that the use of filming, playback and personal feedback increases the ROI.

We use a mix of simple, everyday scenarios and industry and team specific examples and case studies. The courses are designed to improve skillsets at every level.

Our sessions are fast-paced and led by experienced, credible consultants who bring real–world experience.

Sessions can be delivered either in-person, or remotely over Zoom.

DESIGN

Much of our content is 'plug and play', needing no further design. Our broad financial services experience equips us with a library of relevant case studies.

That said, we will often design client-specific content as required.

We will always work with you to ensure that we understand the negotiation situations that are directly relevant to your teams and individuals.

CONTACT:

James Patrick

+44 207 963 6800 / jp@templaradvisors.com