

Sound Negotiator

Training Programmes

Overview

"In their world, to their benefit"

At **Sound Negotiator**, we offer **flexible** and **transparent** pricing options **tailored** to meet your **unique circumstances**.

That's why we start with a **meeting** to get **introduced**, understand your **requirements**, and see if a **collaboration** makes sense.

Sound Negotiator

Training Programmes

Overview

Welcome! In this document we've put together three types of training programmes to fit your negotiation-training needs:

Introduction to AI and negotiation

1-day training

Boost your negotiations with AI

2-day training

The AI-boosted Sound Negotiator

3-day training

Introduction to AI and negotiation 1-day training

"In their world, to their benefit"

Our **AI-boosted training programmes** will **improve** negotiation **capabilities** and **results**, thanks to the focus on **practice** and **implementation**.

At **Sound Negotiator** we believe in building **strong relationships** from the start. That's why we start with a meeting to **get introduced, understand** your **requirements**, and see if a **collaboration makes sense**.

Introduction to Sound Negotiator

1-day Programme

— Start programme —

- Welcome and agenda
- **Process over outcome:** prioritizing the journey
- **Exercise:** questions
- The Sound Negotiator Assistant
- Questions are the answer
- **Exercise with AI:** questions
- **Lunch**
- "In their world, to their benefit"
- **Exercise with AI**
- Negotiating a case in pairs
- Observing a negotiation
- Debrief
- Recap & How to implement the learnings: What's next?

— Learning Objectives —

1. AI as a negotiation assistant

2. The power of open questions

3. How AI assists with the negotiation preparation

4. Applying "In their world, to their benefit"

5. Improved decision making

6. Negotiation process and structure

7. Importance of preparation

8. Negotiation preparation with AI

9. Negotiation cases/practising

10. Observation skills

11. Personalities and body language

12. How to apply the learnings

— Modules —

The following modules are available as additional content or can replace other modules:

1. Overcoming cognitive biases in negotiation

2. Stop arguing, let them convince themselves

3. Negotiation planning and time management

4. Virtual negotiations

5. Relationship building

6. Ethics and honesty in negotiation

7. Leadership and negotiation

8. The decision-outcome connection

- *Our programmes can be customised by adding or swapping modules. We offer the option to add custom negotiation cases that reflect the day-to-day negotiations you and your team are part of.*
- *Every training includes one-month free use of the AI-powered Sound Negotiator Assistant*

Book a meeting or **request more information** to discover how **Sound Negotiator** will **benefit** your **negotiation capabilities**:

hello@soundnegotiator.com

Boost your negotiations with AI 2-day training

"In their world, to their benefit"

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Becoming a Sound Negotiator

2-day Programme

Day 1

- Welcome and agenda
- **Process over outcome:** prioritizing the journey
- **Exercise:** questions
- The Sound Negotiator Assistant
- Questions are the answer
- **Exercise with AI:** questions
- **Lunch**
- "In their world, to their benefit"
- **Exercise with AI**
- Negotiating a case in pairs
- Observing a negotiation
- Debrief
- Closing

Day 2

- Recap and introduction negotiation case
- **Exercise:** prepare a negotiation
- The 5 steps of the Sound Negotiator process
- Preparing the negotiation case with AI
- Negotiating a case in pairs
- Observing a negotiation
- Debrief
- **Lunch**

- Negotiation styles and personalities
- Body language
- Negotiation preparation with AI
- Negotiating a case
- Observation skills
- Observing a negotiation
- Debrief
- Closing
- Recap & How to implement the learnings: What's next?

— Learning Objectives

1. *AI as a negotiation assistant*
2. *The power of open questions*
3. *How AI assists with the negotiation preparation*
4. *Applying "In their world, to their benefit"*
5. *Improved decision making*
6. *Negotiation process and structure*

7. *Importance of preparation*
8. *Negotiation preparation with AI*
9. *Negotiation cases/practising*
10. *Observation skills*
11. *Personalities and body language*
12. *How to apply the learnings*

— Modules

The following modules are available as additional content or can replace other modules:

1. Overcoming cognitive biases in negotiation

2. Stop arguing, let them convince themselves

3. Negotiation planning and time management

4. Virtual negotiations

5. Relationship building

6. Ethics and honesty in negotiation

7. Leadership and negotiation

8. The decision-outcome connection

— Modules —

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The AI-boosted Sound Negotiator

3-day training

"In their world, to their benefit"

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The Sound Negotiator

3-day Programme

Day 1

- Welcome and agenda
- **Process over outcome:** prioritizing the journey
- **Exercise:** questions
- The Sound Negotiator Assistant
- Questions are the answer
- **Exercise with AI:** questions
- **Lunch**
- "In their world, to their benefit"
- **Exercise with AI**
- Negotiating a case in pairs
- Observing a negotiation
- Debrief
- Closing

Day 2

- Recap and introduction negotiation case
- **Exercise:** prepare a negotiation
- The 5 steps of the Sound Negotiator process
- Preparing the negotiation case with AI
- Negotiating a case in pairs
- Observing a negotiation
- Debrief
- **Lunch**

- Negotiation styles and personalities
- Body language
- Negotiation preparation with AI
- Negotiating a case
- Observation skills
- Observing a negotiation
- Debrief
- Closing

— Day 3 —

- Comparison with other negotiation methods
- Discussion
- The right to say no and decision-making
- Exercise: no-oriented questions
- Preparing the negotiation case with AI
- Negotiating a case
- Observing a negotiation
- Debrief
- Lunch
- Culture and negotiation
- Psychology and negotiation
- Negotiation preparation with AI
- Negotiating a case
- Observing a negotiation
- Debrief
- Recap & How to implement the learnings: What's next?

— Learning Objectives —

1. AI as a negotiation assistant
2. The power of open questions
3. How AI assists with the negotiation preparation
4. Applying "In their world, to their benefit"
5. Improved decision making
6. Negotiation process and structure
7. Importance of preparation
8. Negotiation preparation with AI
9. Negotiation cases/practising
10. Observation skills
11. Personalities and body language
12. The differences between Sound Negotiator and other methods
13. The power of no
14. How to deal with different cultures
15. Psychology and negotiation
16. How to apply the learnings

— Modules —

The following modules are available as additional content or can replace other modules:

1. Overcoming cognitive biases in negotiation

2. Stop arguing, let them convince themselves

3. Negotiation planning and time management

4. Virtual negotiations

5. Relationship building

6. Ethics and honesty in negotiation

7. Leadership and negotiation

8. The decision-outcome connection

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