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## Negotiation Training for Managers, Executives, and Specialists

Now more than ever, negotiation is a critical skill for leaders at all levels. To achieve higher value agreements while protecting and enhancing relationships, leaders must be able to negotiate effectively with both external and internal partners. Often negotiations involve multiple parties, conflicting standards or data, and uncertainty with respect to future conditions.

CBI offers practical and proven one-day and two-day courses, using the Mutual Gains Approach pioneered at the Program on Negotiation at Harvard Law School. Our curriculum, while tailored to each audience, centers on a four-step process for building better agreements: Preparation, Value Creation, Value Distribution, and Follow Through. Prior to each engagement, we seek to confidentially assess the negotiation challenges faced by each potential audience and to design an interactive program to address those challenges.

We also offer a range of follow-up services to ensure that learning becomes a part of daily practice. Our audiences report substantial returns from their training investment, often totaling millions of dollars.

To contact someone about bringing CBI tailored courses to your organization, [contact us](#) or call (617) 492-1414.

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