

RED SHEET® NEGOTIATION

BUILD CONFIDENCE IN NEGOTIATION OUTCOMES, BOOST BUSINESS RESULTS

Adopting Red Sheet for negotiation planning and execution can make a dramatic difference to the outcomes you and your team achieve.

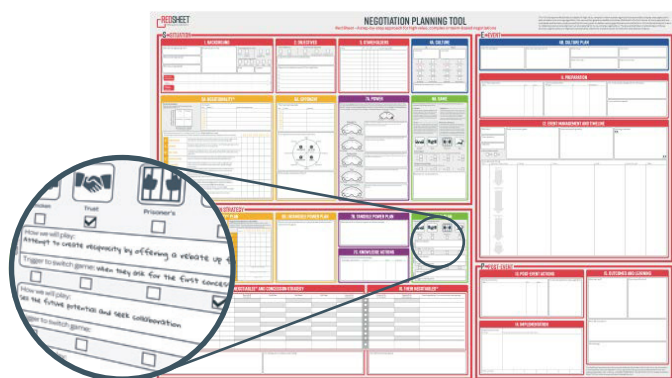
The Red Sheet step-by-step planning approach equips negotiators of any background or experience level to secure optimum results from all negotiations. Red Sheet's unique combination of process, along with personality and repertoire of winning tactics, techniques and soft skills, will give your team the edge in any scenario. The methodology includes extensive tactical, psychological and practical components, body and spoken

language modules, as well as a unique approach to determine and manage the winning concession strategy for our Negotiables®.

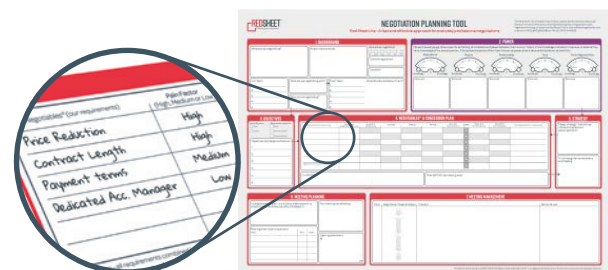
Red Sheet is used worldwide by procurement, sales teams and other professional negotiators.

Make Red Sheet the way your organization negotiates by adopting the Red Sheet planning tools - available digitally via Red Sheet Online with our intelligent planning tools, digital learning and resources, or in the popular poster, deskpad or notepad formats. Train your team to be great Red Sheet negotiators with one of our high-impact learning and development programs.

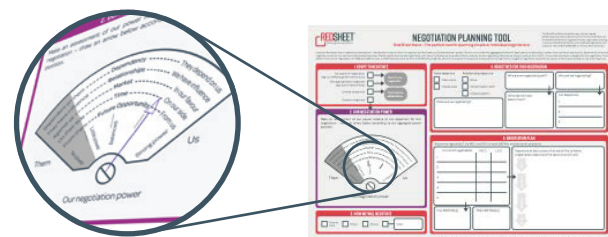
THE RED SHEET METHODOLOGY IS AVAILABLE AT THREE LEVELS:



Red Sheet – a step-by-step approach for high-value, complex or team-based negotiations



Red Sheet Lite - a fast and effective approach for everyday professional negotiations



Red Sheet Nano – the perfect tool for planning simple or individual negotiations

MAKING IT HAPPEN

Toolkits and Resources

We offer a flexible suite of tools and resources for negotiation planning and capability development.

- **Red Sheet**
The original 15-step poster based planning tool for high-value, complex or team-based negotiations.
- **Red Sheet Lite**
A 7-step planning tool available as a physical deskpad, for less complex, day-to-day negotiations.
- **Red Sheet Nano**
A 5-step planning tool available as a physical notepad, to support simple or individual negotiations.
- **Red Sheet Online**
Digital, intelligent online collaborative negotiation planning, vast digital learning library and negotiation resources. Also available as a module within Procleus®.
- **Negotiation Competency Assessment**
Assess and baseline your teams negotiation capability and measure improvement.
- **Negotiation Psychometric Assessment**
Determine your Negotiability®, your 'negotiation personality', and use this as a framework to modify behaviour.
- **Negotiation for Procurement Professionals book by Jonathan O'Brien**
A proven approach that puts the buyer in control.

Training Courses

Our in-house training options provide high-impact, inspirational, and practical learning for your team. Our trainers are experts in their field, and help delegates take a leap forward in negotiation capability.

Training course options:

- **Negotiation - 3-Day Red Sheet**
Our most popular negotiation course, this advanced training is for anyone who is serious about negotiation and includes significant role play.
 - **Negotiation - 2-Day Red Sheet Intensive**
This course provides thorough coverage of our Red Sheet process for effective negotiation planning with basic role play.
 - **Negotiation - 2-Day Red Sheet Lite**
This course is based on our Red Sheet Lite process with extensive practical role play.
 - **Negotiation - 1-Day Red Sheet Nano**
This single day course provides an introduction to negotiation planning using the Red Sheet Nano process.
 - **Negotiation - 3-Day Red Sheet Extension - 'Next Stage'**
The next step for the advanced negotiator who has already completed the 3-day program. Includes extensive practical and psychological training.
- An optional follow-up to a Red Sheet training course is our **negotiation coaching**. This bespoke and targeted service enables our expert trainers to work closely with your team immediately before a critical negotiation.

Packages

For Individuals

Packages for individuals including a subscription to Red Sheet Online, supplies of Red Sheet tools, and a copy of the Negotiation for Procurement Professionals book by Jonathan O'Brien.

For Small Teams

Packages for 10 or 20 users. Includes a classroom training workshop, user subscriptions to Red Sheet Online, supply of Red Sheet posters and Lite deskpads, and copies of the Negotiation for Procurement Professionals book by Jonathan O'Brien.

Corporate Solutions

Packages for 50, 100 or 250+ users with a program of multi-level classroom training workshops, enterprise subscription to Red Sheet Online, ultimate pack of Red Sheet posters and Lite deskpads.