

CENTER OF NEGOTIATION COMPETENCE (CONC®)

IN THE FUTURE, CORPORATE NEGOTIATIONS WILL BE COORDINATED BY AN INHOUSE CENTER OF COMPETENCE. OUR INSTITUTE HELPS CLIENTS BUILD THEIR COMPETENCE CENTER, RIGHT FROM THE NEEDS ASSESSMENT THROUGH TO IMPLEMENTATION AND LONG-TERM SUPPORT.

Our long-term experience in supporting global businesses has shown that their negotiation expertise underperforms because it is not applied strategically.

However, the accelerating trends of globalization and digitalization necessitate a unified negotiation approach across the company to stay ahead of the curve.

There are two options to achieve this:

- External deal advisory for specific negotiations
- Establishing an inhouse center of competence to drive a corporate negotiation strategy and train your own team.

PERSONAL CONSULTATION

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ANALYSIS

Negotiations often escalate for the following reasons:

- Team set up is absent or inadequate
- Lack of a clear licence to negotiate
- Conflict avoidance
- Escalation to top management

DECISION MAKER

Top management decides whether to bring in external advisers or establish an inhouse center of competence. Implementing a center of competence requires a mandate from the top.

ASSESSMENT CENTER

Most businesses have accumulated significant negotiation expertise. The Schranner Assessment Center will help you find the right candidates to be trained as negotiators, commanders or experts.

TRAINING

Our Qualified Negotiator program® will train your Negotiators, while our Advanced Negotiator program® will prepare your senior staff to become strategic masterminds. Experts will benefit from our specialized Certified Negotiator modules.

IMPLEMEN- TATION CONC®

1. Internal communication about new corporate negotiation strategy
2. Change management program
3. Training your best people to become inhouse advisers (Chief Negotiation Officer®)
4. Establishing an inhouse "Negotiation Office"
5. Train The Trainer program

SUSTAINABILITY SUPPORT

Your inhouse CONC® will be supported by our Institute along the way. This long-term partnership will protect your investment and ensure maximum return.



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