

## Red Sheet Negotiation 2 day intermediate

# Red Sheet Negotiation Tool

Good negotiators are not born or made, but worked hard for their success. It can feel good to drive a hard bargain face to face, but the real game is won or lost before the negotiators meet. Success and lasting change lie in the preparation; analysis of needs, power, personality, market understanding and the game being played. The Red Sheet Negotiation Tool is the first negotiation approach to fully integrate with Category Management and utilise Game Theory.



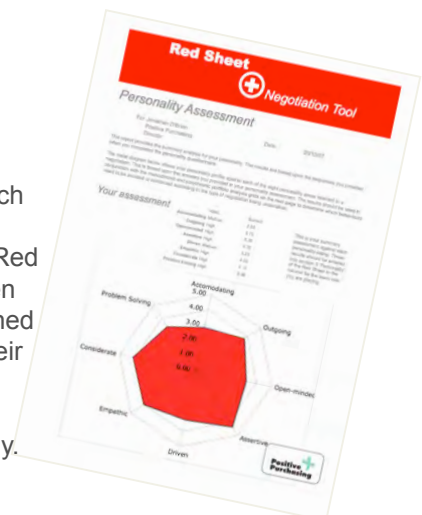
Our unique Red Sheet planning tool, specifically designed to encourage collaborative working, enables the negotiation team begin to plan. The structured Red Sheet approach takes the team through a series of activities designed to put you in the best possible position on the day and reduce the reliance on poker faces and theatrical stunts. The team identifies the type of game that is being played using Game Theory concepts and how to switch the game to one that is more likely to achieve the desired results. This combined with an assessment of personalities of the negotiation team and an assessment of what is driving the balance of power leads to an extremely potent negotiation approach that can achieve outstanding results.



Teams learn about cultural differences in negotiation during a Red Sheet training course

If your organisation carries out negotiations across cultural barriers then understanding and attending to cultural differences when approaching a negotiation is very important. Here delegates are learning about cultural differences through a role play game where four different cultural styles clash.

We can incorporate a full personality assessment of each delegate into the training. Using a tool specifically designed by a leading Psychologist to accompany the Red Sheet, delegates complete a questionnaire which is then later assessed and interpreted by a psychologist designed assessment system. Delegates then receive by post their own personality assessment using the same heading areas as the Red Sheet. Individuals can then use this information to plan future negotiations more successfully.



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Red Sheet & Red Sheet 'Lite' negotiation tools

The Red Sheet negotiation tool and Red Sheet Lite are poster sized collaborative negotiation tools. It is designed to be worked on by a team on the wall or round a table. The team progressively works through each section, completing the planning for the negotiation. The outcome is a very powerful approach that equips the team to go into the negotiation with the power on their side.

On the Red Sheet you will find all the usual negotiation approaches that are well known or a buyer may have learnt on other courses or recognised books. However the Red Sheet contains much more and is unique as it is the Worlds first negotiation tool to combine personality assessment with game theory. Use Red Sheet full for advanced or team negotiations and Red Sheet Lite for developing teams or simple one-on-one negotiations.

Red Sheet is the preferred way of negotiating for many global businesses and is regarded as many as the single most powerful planning process for group and individual negotiations.

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### Red Sheet Negotiation Tool

Adopting Red Sheet as the way your organisation approaches negotiation begins with an intensive training session. The length, format and style of this training is entirely flexible to reflect your needs. As well as some inspirational training, the session can include either individual one-to-one video role play negotiations, group video role plays or personality assessments. It is up to you. We will work with you to understand your precise requirements and then design the agenda that you need.



One-on-one video role play negotiation. Delegates are given a case study early in the training and have to plan a negotiation event with another delegate that will take place the following day. The case study is designed so there can only be a successful outcome if both sides find ways to compromise and identify areas to trade. After the negotiation delegates are given some immediate feedback from an expert observer about their styles and approaches.

Each event is recorded on video and delegates are given a DVD of their personal negotiation to take away and watch



Alternatively group negotiations can be incorporated with a more complex case study that requires all members of a team to plan using Red Sheet and take on different roles. Again the whole event is recorded on video and each delegate will receive by post a week later a record of their team's negotiation.

## Red Sheet Negotiation

2 day intermediate – Full Red Sheet

### Course Content (customisable and modular to suit your requirements)

This 2 day intermediate negotiation training is based around the full Red Sheet and includes most of the content found on the 3 day advanced course but with a basic team role play negotiation. Includes video examples of negotiation and interviews with leading negotiators. The two days culminate in a role play team based. The course includes:

- Negotiation 'win-win' game
- Reflection on personal experiences
- Introduction to negotiation
- Negotiating across cultures
- Linking the negotiation to purchasing category using Kraljic/Portfolio
- Video examples of negotiation
- Negotiation and personality of negotiators
- Power balance in negotiations and changing the balance
- Negotiation and game theory – identifying and changing the game
- Videos from leading negotiators
- Defining the business requirements for the negotiation
- Negotiation tactics and techniques
- Negotiation behaviours
- Planning a team based negotiation
- Structuring the event
- Team negotiation role play
- Feedback, lessons learnt and personal action planning



### Core Terms

We charge on a per event basis based upon a maximum of 20 delegates. Our fees include trainers and all contact, travel and preparation time, basic customisation and standard course handouts but excludes venue and facilities hire, reasonable expenses and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (however are global network of trainers means we have most major locations covered).

Unless otherwise agreed all intellectual property used in training or in handouts remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the individual who attends the training event and only within the company concerned. Unless otherwise agreed no electronic versions of training materials will be provided and copying, transfer or distribution of any training materials is strictly forbidden. The client is responsible for the organisation of the training venue, delegate invitations, arrangements and logistics, and audio visual and training aids (as per our specification available upon request).

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