



X-change

Effective Negotiating

The questions we answer are:

What is **ANY** product or service really worth and how do I know if we have secured the best value for our organisation?

After attending **X-CHANGE**, you will be able to:

1. **Prepare:** Create the best possible conditions for an effective negotiation to take place
2. **Engage:** Make the right first move and manage the energy in the room
3. **Tune-in:** Read the other party and respond vs react effectively to their different behaviours and tactics
4. **Strategise:** Draw from a wide range of strategies and techniques and know when to apply which one
5. **Build:** Secure long-term, positive relationships, whilst getting the best deal now
6. **Be Aware:** Notice your own emotions within the negotiation and use them as cues for adapting your approach
7. **Plan:** Create a highly effective Negotiation Plan



GET THE BEST DEAL
EVERY TIME

Why Zoom?

We are curious and creative. With more than 100,000 hours of experience, we contribute significantly to the realisation of our clients' aspirations. We encourage people to think and behave differently.

Our purpose is to change the way the world thinks about learning through answering the question: 'what's possible?' By removing limits and amplifying opportunities, we facilitate true transformation. Through increasing every individual's awareness, confidence and capability, we enable organisations to grow, develop and thrive.

We use accelerated learning principles, which makes a HUGE difference in the quality and enjoyment of the work. It means that any facilitation we do is both applied and participatory, leading to specific, tangible outcomes.

Working with us is not a passive experience - it is one that engages all of the senses and emotions. We surface the tension between your end result and your current reality, creating the place where human creativity, genius, resilience, collaboration can be best expressed. We facilitate people tapping into their potential. In this state, our awareness, confidence and capability increases exponentially.

This is what we do, this is what we care about - being curious, being creative and making the best contribution we can to each person, team and organisation we work with.

So, our favourite question, **what would you love to create?...**



Who we've worked with...



Zoom CREATES