
Assessment

CBI places a premium on effective assessment. In advance of [training](#) events we conduct a negotiations audit, interviewing representative managers and negotiators to learn more about their current approach, the challenges they typically encounter, and the organizational context. Based on a careful interviewing process, we are often able to provide an assessment of group strengths and weaknesses, to diagnose sources of [conflict](#), and to highlight issues relating to organizational capacity or alignment. This allows us to tailor the training in ways that maximize key learning.

CBI can also provide individual skills assessment through Q-sort procedures and 360—degree feedback questionnaires.

For organizations faced with resolving complex disputes, or with opposition from external stakeholders, we also conduct “[Stakeholder Assessments](#)” in which we summarize issues, interests, and barriers to agreement. Finally, we provide specific [process recommendations](#) for engaging and managing stakeholder conversations and negotiations.

For more information about CBI [services](#) and [areas of expertise](#), please [contact us](#) online or call (617) 492-1414.