
Tailored Training

Now, more than ever, negotiation is a critical skill for leaders, managers, and staff in virtually every private and public organization. To achieve higher-value agreements while protecting and enhancing relationships, leaders must be able to negotiate effectively. They also need to be able to anticipate implementation challenges and lay the groundwork for ongoing negotiations as new issues arise. Unfortunately, many believe that all negotiations must be "win-lose," which only damages relationships and leaves potential gains untapped.

CBI helps government, multilateral, nonprofit, and corporate audiences negotiate more effectively. We offer proven one one-day to one-week workshops to build key negotiation skills, using the [Mutual Gains Approach](#) developed at the [Program on Negotiation](#) at Harvard Law School. Our approach works whether or not the other side insists upon a win-lose outcome.

CBI trainers are among the most experienced in the world. We use our [extensive experience](#) to deliver trainings that integrate theory as well as practice. Unlike many other negotiation trainers who offer the same solutions to everyone, our trainings are customized to best meet the needs of each [client](#). Our trainings offer:

- *Tailoring Assessments*: Before trainings, we speak with key individuals from the training audience to learn more about their "worst negotiation nightmares." We use the results of these interviews to select teaching materials and shape programs that are tailored to reflect the unique challenges facing each client.
- *A Highly Interactive Learning Style*: We combine lectures, small-group discussion, role-playing exercises, and clinics so that everyone can practice negotiation skills and get answers to their questions. Our trainers draw on their experience as professional mediators to offer illustrative examples of how the Mutual Gains Approach may be applied in the real world.
- *Capacity Building*: It is not enough to train individuals to negotiate more effectively. We endeavor to help individuals share what they have learned with their constituents and co-workers. We also help agencies, organizations, and firms learn to support their newly trained staff with appropriate policies, procedures, and resources.

Our trainers have worked with government agencies, businesses, and international organizations in the United States and worldwide. Sponsors and participants report substantial returns from their training investment, including agreements that better meet the interests of all negotiation partners; millions of dollars in cost savings or additional revenue; avoided costs of litigation and political conflict; and better relationships with internal and external negotiation partners.

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