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## You have the potential to build a World Class Negotiating Organization

**But something is getting in your way.** Do your people have the right knowledge and skills? Do they know what moves to make at the table to create value, even with tough counterparts? Does your organization help them to prepare effectively? Are you measuring negotiation success in ways that advance the organization's most important long-term interests?

**CBI can help.** As pioneers of the [Mutual Gains Approach](#) to negotiation, we have helped [hundreds of organizations](#) to improve the way their people handle key negotiations. Our [interventions](#) and [workshops](#) are based on careful [assessment](#) and deep knowledge of negotiation [research](#) and [practice](#).

- [Assessment](#)

Our confidential negotiations audit can identify specific challenges your negotiators are facing, and provide specific recommendations for learning and development.

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- [Tailored Training](#)

Our tailored workshops address your negotiation challenges, combining a robust model with context-specific materials.

[read more ...](#)

- [Organizational Development](#)

We help organizations to support negotiators and align incentives, so that new skills and practices produce real results.

[read more ...](#)

- [Coaching and Consulting](#)

Access world class coaching and advice, and develop your organization's internal negotiation coaching capabilities.

[read more ...](#)

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**Didn't See Your Problem Here?**

[Tell us more](#) about the negotiation challenges you're facing right now. *We can help.*

For more information about CBI [services](#) and [areas of expertise](#), please [contact us](#) online or call (434) 284-3116.