
Building A World Class Negotiating Organization

Negotiation today is an organizational capability. Organizations that want to achieve sustainable improvements in their negotiations must understand how to align existing organizational processes, structures, and incentives with an approach that can create value while protecting relationships. Building individual insight and skill is a start, but without larger changes, individual negotiations often return to their organizations only to find themselves swimming against strong currents or getting lost among competing priorities and initiatives. This course introduces a rigorous and proven approach to negotiating more effectively, and highlights an organizational development model for implementing effective negotiation practices.

CBI Trainers: [Hal Movius](#)CBI Trainers: [Lawrence Susskind](#)CBI Trainers: [Joshua Gordon](#)