
Collaborating in Competitive Environments

Workplace application of these skills

Businesses operate in competitive environments. Success requires creating and claiming value for shareholders and employees, while protecting relationships with customers, partners, and suppliers. Using simulations, video, and cases, this course focuses on the skills and insight required to sustain collaboration in environments where revenues and margins often overwhelm other corporate values, and where internal negotiations are often as difficult as external ones.

CBI Trainers: [Hal Movius](#)