



**BUILD CONFIDENCE
IN NEGOTIATION OUTCOMES,
BOOST BUSINESS RESULTS**



MAKING GREAT NEGOTIATORS

THE RED SHEET NEGOTIATION PROGRAM

WE'RE RED SHEET® – WHERE GREAT NEGOTIATORS ARE MADE

The Red Sheet family of negotiation planning tools, techniques and training, supported by our powerful digital platform and online resources, hold the key to creating outstanding negotiators and realizing successful outcomes.

Our internationally adopted, proven approach works for individuals and corporate organizations across all types and levels of negotiation from everyday situations to complex, 'high stake' group events . Red Sheet provides the confidence, practical methodology and an unrivalled system of resources needed to create winning negotiators.

The result is better planning for negotiations, a greater understanding of how to stay in control of the process and, ultimately, a better deal or more successful result aligned to your objectives.

A PROVEN APPROACH

Originally designed in 2005 as a negotiation tool for procurement professionals, the dynamic Red Sheet program swiftly gained wider acclaim. It has since been adopted as the negotiation approach of choice amongst international sales teams and business start-ups through to diplomatic personnel and security organizations in diverse settings across the globe.

The program's reputation, quality and results, together with flexible delivery options, make it the first choice for thousands of public and private sector organizations worldwide.

WHAT SETS US APART

The success of Red Sheet is attributable to the able and passionate people behind the brand. Our trainers and coaches have a wealth of expertise that combines a command of negotiation, business and psychology. They bring the Red Sheet concept to life in a highly immersive, engaging and inspirational delivery that involves participants in real negotiation learning situations.

Red Sheet's availability worldwide is facilitated by a select network of approved global partners. Our exacting quality control standards ensure that Red Sheet upholds its reputation for driving negotiation excellence wherever it is delivered.

TOOLS, TRAINING AND DIGITAL RESOURCES

The array of tools and digital resources which support and reinforce negotiation learning for our clients is similarly guided by the talents of top industry professionals. From the content of every digital module to the entire Red Sheet Online resource, every tool is shaped and polished with the care and expert insight of negotiation practitioners at the top of their game, then crafted into packages to deliver optimal results.

For more information and to see more about what we offer, visit redsheetnegotiation.com

HOW IT WORKS

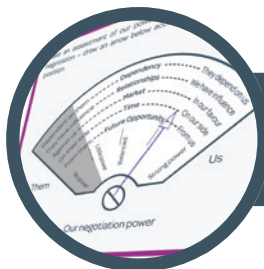
Drawing on the core Red Sheet methodology to offer a tool for every negotiation scenario and negotiator of any ability to plan and co-ordinate any type of negotiation event, the Red Sheet family is available at three levels:



Red Sheet – a step-by-step approach for high value, complex or team-based negotiations



Red Sheet Lite – a fast and effective approach for everyday professional negotiations



Red Sheet Nano - the perfect tool for planning simple or individual negotiations

These tools, available in a physical format or as a web-based digital application through **Red Sheet Online**, can be supplemented by our managed **negotiation competency assessment**, a **psychometric assessment** to determine your negotiability® (negotiation personality) and the specialist **Negotiation for Procurement Professionals book**.

CHOOSE THE RED SHEET SOLUTION THAT'S RIGHT FOR YOU

The Red Sheet Negotiation program combines extensive tactical, psychological and practical elements to provide you and your organization with a complete blended solution for developing the skills and confidence to realize outstanding results in any negotiation situation.



TOOLS

The family of Red Sheet tools to suit individuals, teams and organizations of all sizes wishing to master negotiation



TRAINING

High impact, intensely practical training courses based on our Red Sheet tools, delivered across the globe or via digital modules



RED SHEET ONLINE

Toolkit, resources and digital learning for professionals who are serious about achieving excellence in a negotiating role



MAKING IT HAPPEN

Our packages provide a complete suite of our Red Sheet tools, training and online resources for anyone who negotiates

GREAT NEGOTIATORS ARE MADE,
NOT BORN





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