



Centroid Business Negotiation Program

Executive Summary

This course is designed to bring structure to negotiations in a way that alerts the buyer/seller to be aware of her/his options no matter how large or small the transaction. The **Centroid** system is hard skills based and process driven. It acknowledges negotiation soft skills in a variety of identifiable bargaining scenarios. This half day program is customized to the requirements of its participant's top needs and back fills with the course process and platform to help reduce risk, maintain relationships and close smart, wise deals that stand the test of time.

Program is scalable for Intermediate or Advanced participants.

Course Objective

The program focuses on providing participants with a road map and plan to manage negotiations so improvement can be found in either revenue or profitability. Its other objective is to bring greater awareness of the need for preparedness, time usage, cost modeling to create a sense of fulfillment for buyer and seller. All skill sets are designed to be implemented immediately with quick ROI.

Program Structure

- 1) Half Day for up to 12 participants
- 2) Customized from deck of approximately 80 slides
- 3) Approximately 40 slides deep for half day
- 4) Several Participation Workshop and Role Play Exercises
- 5) Deep interactive workbook
- 6) Take away purse/wallet "Tip Card"
- 7) One to one follow up by Facilitator within 10 days of delivery date
- 8) Personalized framed Centroid Certificate upon course completion

For More Information Contact

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