



TRUSTED
NEGOTIATOR

TRUSTED NEGOTIATOR WinWith™ Negotiation Programs

**“Co-creation and creativity bring
more value to your negotiations
than competitiveness and combat”**

- Fabian Courtaux



WinWith™ NEGOTIATION OVERVIEW

We are changing the face of negotiations. WinWin is no longer enough.

As trusted global leaders, we bring WinWith™ Negotiation to co-create more value in your negotiations, to drive change and to make a global impact.

...

We create trusted relationships and add value to high stakes negotiations by elevating perspectives with creativity and experience. Business, like life, is ultimately human. At its core, it's an ongoing intersection and exchange between people.

Our team brings that extra fire power you need through your important negotiations, difficult conversations and to make a path through conflict. We transform not only conversations, but people and organisations.

Achieve unprecedented value with WinWith™ Negotiation frameworks, coupled with over two centuries worth of combined experience from internal negotiations, to complex multi-billion dollar deals with heads of industry, commerce and diplomacy. Bring big business thinking to your small business and entrepreneurial endeavours.

We have sat on numerous Boards and represented clients in high stakes negotiations across five continents and in six languages. We're real world negotiators, business leaders and change makers.

WinWin is no longer enough. WithWith™ Negotiators are the next generation of negotiator.

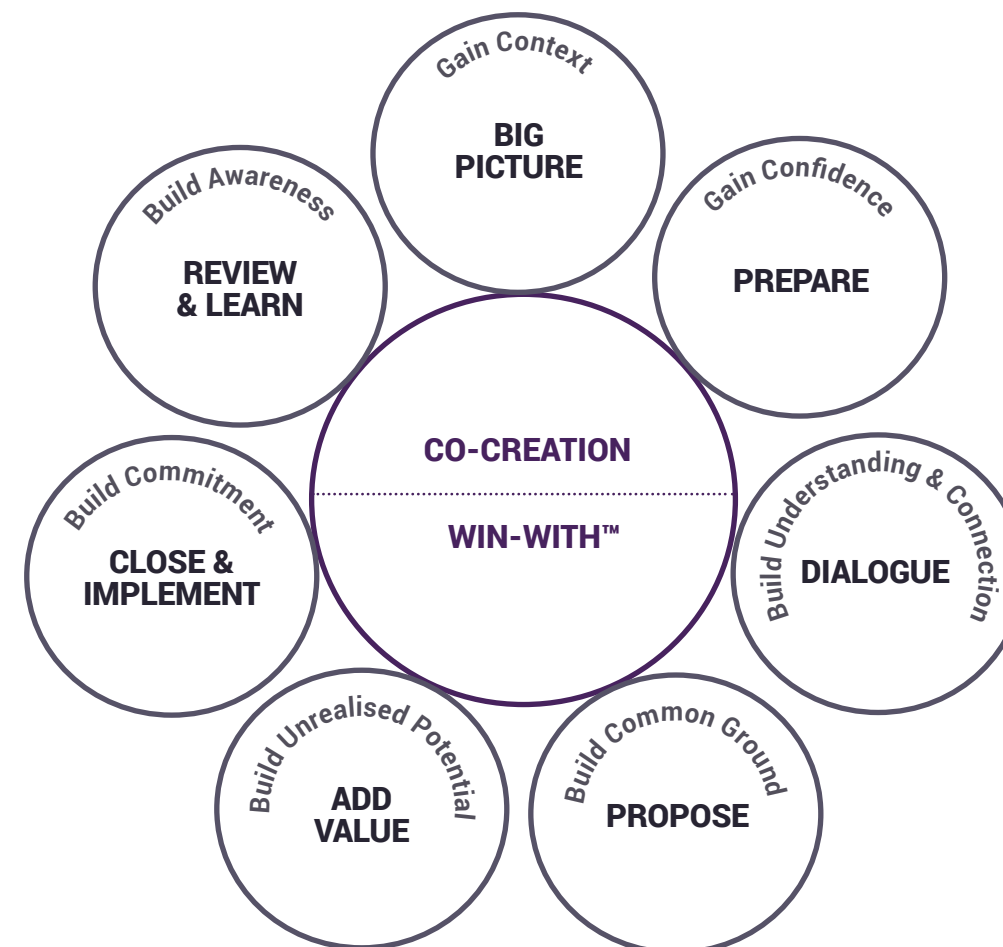


TRUSTED
NEGOTIATOR

CO-CREATE WITH

WinWith™ Negotiation

The WinWith™ Framework moves you beyond IQ and EQ skills to take negotiations to a whole new level with Spiritual Intelligence (SQ). Most of all, be empowered through WinWith™ for greater impact on business and relationships. As conscious capitalists, we know that the sum of the whole is greater than the sum of the parts. Co-creation and creativity delivery far more value to negotiations than competitiveness and combat.



BIG PICTURE

What is the context?
How does it connect with strategy?
What values are we bringing to the table?
What is the broader perspective?

ADD VALUE

Have an abundance mindset
Expand value
Be creative
Look for extra opportunities

PREPARE

Prepare yourself and the team
Due diligence and review history
Complete the Deal Canvas
Script the next dialogue

CLOSE & IMPLEMENT

Finalise terms
Agree on implementation
Allocate responsibilities
Make it happen

DIALOGUE

Lead with inquiry questions
Seek to understand
Get to the heart of the issue
Build rapport and trust

REVIEW & LEARN

Integrate past experience into future plans
Have a learner mindset
Act deliberately
Use this framework to improve process

PROPOSE

Consider the deal zone
Craft your pitch
Make positive use of NO
Ponder and trade variables



SERVICES

WHAT WE DO BEST

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Ask us about our success fee model.

DEAL SUPPORT

CAPABILITY ASSESSMENT
TEAM CONFIDENCE & MINDSET
TEAM ALIGNMENT & COACHING
STRATEGIC DEAL IMPACT
VALUES DRIVEN STRATEGIES
DEAL CANVAS DRAFTING
DEAL PREPARATION
STAKEHOLDER RELATIONSHIPS
CONFLICT RESOLUTION
LEADING DEALS ON YOUR BEHALF
LIVE 24/7 SUPPORT

Whether you are an industry heavy weight or a small business, NFP or Social Enterprise, when it comes to dealing with your key stakeholders, you need expert negotiators by your side or behind the scenes.

We help you through the tough conversations that matter, and can do it with you or for you. Leverage our team's centuries worth of real world negotiation experience to get your deals done.

We believe in what we do and are confident enough to work with a success fee structure. We are in the game with you, so you'll be certain that on game day to feel fully empowered and supported to unlock more value in your deal.

BOARD SERVICES

BOARD ADVISORY & DIRECTORSHIP
INTERPERSONAL BOARD EFFECTIVENESS
STRATEGIC STAKEHOLDER ENGAGEMENT
LIVE DEAL SUPPORT

Advisory services to fortify trust and expand value in your important stakeholder relationships from qualified board directors and experienced negotiators. We bring strategic perspective and empower you in live deals.

DEAL IMPLEMENTATION

POST DEAL REVIEW
DEAL IMPLEMENTATION
STAKEHOLDER ACCOUNTABILITY
CONTRACT MANAGEMENT

The deal doesn't stop at the agreement of terms. Many deals stall or fall over because the implementation process is not robust. Conflicts often occur during execution and when details come into play. We are here right to the end with you to ensure that value doesn't get eroded as you put the deal into action.

TEAM COACHING

TEAM CAPABILITY DEVELOPMENT
CAPABILITY ASSESSMENT
CONFIDENCE AND MINDSET
TEAM ROLE ALLOCATION
DYNAMIC FRAMEWORKS
TECHNIQUES AND TACTICS
INFLUENCING COMMUNICATION
STRATEGIC DEAL IMPACT
VALUE DRIVEN STRATEGIES
DEAL CANVAS DRAFTING
NEGOTIATION REHEARSALS
DEAL SIMULATIONS
BEST PRACTICE BENCHMARKING
CONSCIOUS RELATIONSHIPS
CONFLICT RESOLUTION

Whether you are a public service, big industry, enterprise size or smaller business, negotiations are rarely a solo sport. It takes a team to dance the dance that achieves the most value from the relationship or the deal.

We believe that learning must be immersive to arm you with solid frameworks, strategies and enough knowledge to allow for creativity and co-creation.

We create a safe space for your team to learn experimentally, make mistakes safely and build their negotiation capability, so when it comes to game day, they are fully ready and confident.

Customised programs on request
- 1 day, 2 days, 3 to 12 months programs.

POA.



WinWith™ TEAM BOOTCAMP

2-DAY IN-HOUSE TRAINING
WinWith™ FRAMEWORK
TEAM ROLES AND ALIGNMENT
MANAGING AGGRESSIVE BEHAVIOURS
CONFIDENCE AND PSYCHODYNAMICS
CORE TECHNIQUES AND TACTICS
DEAL CANVAS DRAFTING AND PREP
SIMULATIONS AND LIVE COACHING
BEST PRACTICE BENCHMARKS

Immerse your team in the Trusted Negotiator WinWith™ methodology for co-creation strategies. Bring confidence and creativity to your negotiation toolbox, with proven frameworks, templates and resources.

Your industry specific negotiations are stress tested and choreographed to maximise the value in your high stakes deals.

Assign roles to your teams to enable a highly choreographed and predictable team process. Video simulations offer learning in a safe space. Ideal for sales teams, procurement, management, and anyone involved in your business negotiations; customer facing or behind the scenes. Suitable for 6-12 participants.

- 2 day Team Bootcamp
\$5000 + GST per team of 4 on site
Excludes travel costs. Packages available.

SME DEAL SUPPORT

WinWith™ MASTERCLASS - 1 DAY

WinWith™ FRAMEWORK AND METHODOLOGY
NEGOTIATION DYNAMIC
PREPARATION USING OUR DEAL CANVAS
LIVE DEAL SIMULATION & DEBRIEF

Gain confidence through essential tools and framework and developing real skills. Hack your own current deal with the peer support and guidance of an experience negotiator. Jump into a deal simulation and gain live feedback and debrief from a Trusted Negotiator. This is a high-impact day where you will walk away equipped to get more value from your deals and ready to tackle challenging conversations.

\$747
BOOKINGS ONLINE



WinWith™ DEAL PREPARATION MASTERCLASS - 2 HOURS

INTRODUCTION TO WinWith™
DEAL CANVAS DRAFTING
DEAL PREPARATION PROCESS
DEAL ZONE
INTRODUCTION TO SQ

An introductory session to understand how to bring creativity and co-creation strategies to your tough conversations, from dealing with suppliers and contractors, to selling to your clients. Gain confidence with a proven framework to rely on.

\$297
BOOKINGS ONLINE

WinWith™ LIVE DEAL HACKING - 3 HOURS

WORK ON YOUR OWN DEAL
GET CLARITY AND SUPPORT
GAIN CONFIDENCE AND OPTIONS

Bring your own upcoming deal with a group of other entrepreneurs, facilitated by a Trusted Negotiator. See what “good looks like”, get creative by exploring deal structures and test your assumptions.

\$297
BOOKINGS ONLINE



NEGOTIATORS

DEAL CONSULTANTS &
WinWith™ Negotiators

Our team of negotiators and facilitators have experience across most sectors of industry, but with specialties in international relations, military, sports, energy, packaging, raw materials, transport, technology, and with international deals of all sizes up to \$200bn.

Enterprise negotiation support comes with a deep understanding of the information technology platforms, procurement processes, tender processes, and referential rules and processes that form a public administration system or those of a private organisation.

Whether it is internal or external negotiations, before or after

sales strategies, or managing the transition of purchasing from closing the deal to wrapping up compliance, the Trusted Negotiator team is here with you all the way.

Please ask us about our success fee structure.

YOUR TEAM



FABIAN COURTAUX

CO-FOUNDER
BOARD ADVISOR
LEAD NEGOTIATOR
FACILITATOR
COACH



VICTORIA PLAKSIN

CO-FOUNDER
MANAGING DIRECTOR
BOARD ADVISOR
BOARD DIRECTORSHIP
FACILITATOR



PETER SINGER

BOARD ADVISOR
BOARD DIRECTORSHIP
NEGOTIATOR
MEDIATOR
FACILITATOR



MATT PERFECT

NEGOTIATOR
FACILITATOR
COACH



MICHAEL SPIEGEL

BOARD ADVISOR
NEGOTIATOR
FACILITATOR
COACH



ZAHEED EVANS

NEGOTIATOR
FACILITATOR
COACH



DION GOODERHAM

BOARD ADVISOR
FACILITATOR



DAVID GREENWOOD

NEGOTIATOR
FACILITATOR

“The emphasis upon clarity of positioning one’s intention is a negotiation game changer”

MARK HEBBLEWHITE

Barrister & Mediator, Victorian Bar

CLIENT TESTIMONIALS

Great energy, a lot of learnings. The power of following a deal cycle and knowing when to ask pertinent questions to get agreement can be crucial in negotiation success. The most valuable part was the “win-with” philosophy and I found the part around Spiritual Intelligence very eye opening. The experiential part was a good way to learn by doing.”

WARWICK PEEL
CEO, Future Directors Institute

“Great course – loved the way that theory and practice were linked and the use of video to play back and highlight points of great application. Got a lot out of it.”

ADAM BEAUMONT
CEO, Forest Stewardship Council Australia

References available on request due to confidentiality of deals

TRUSTED PARTNERS

Relationships with our clients goes beyond transactional, because we care about lasting partnerships and making an impact together.

OUR PARTNERS COMPANIES WE WORK WITH





CONTACT

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