



TRUSTED
NEGOTIATOR

TEAM CAPABILITY
WinWith™ Negotiation

“Co-creation and creativity injected elegantly in your negotiation team brings more value to your deals and makes a greater impact”

- Fabian Courtaux

WinWith™ NEGOTIATION TEAM NEGOTIATION

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.

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OUR PROCESS

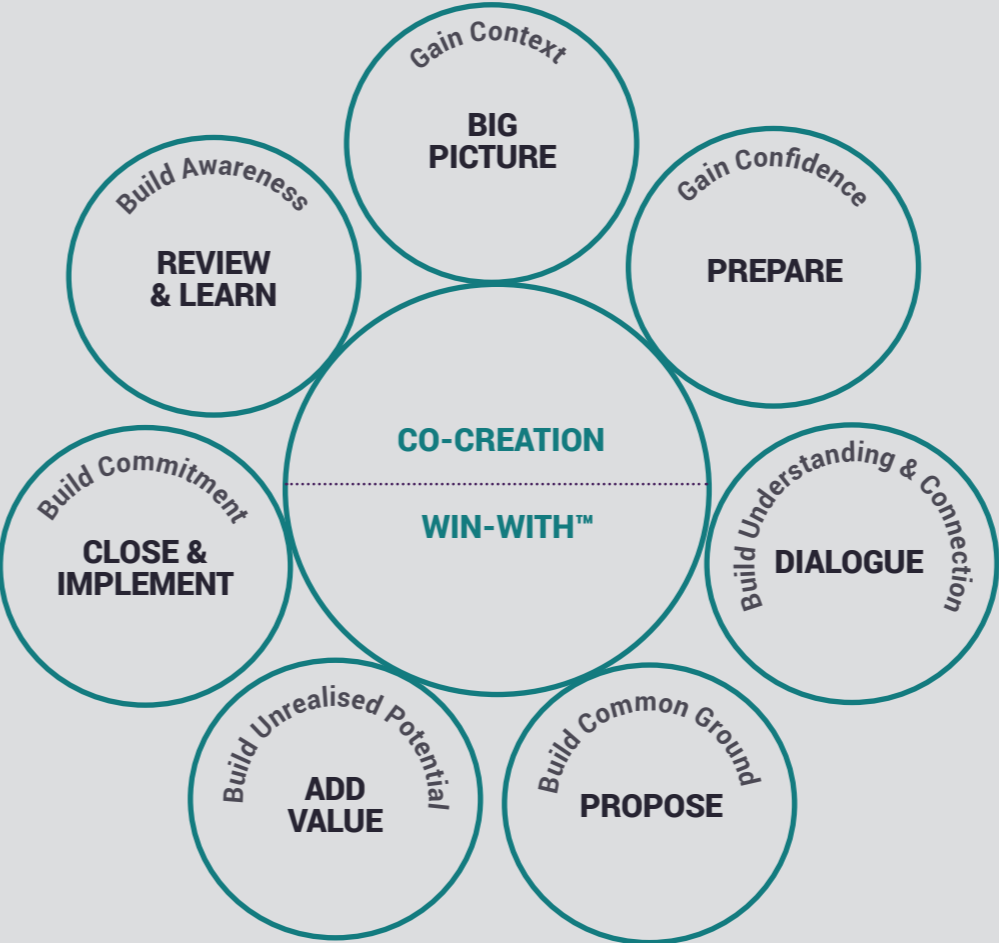
“Trust unifies people and
moves the world forward”

- Victoria Plaksin



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?

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

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

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

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

CLOSE & IMPLEMENT
Finalise terms
Agree on implementation
Allocate responsibilities
Make it happen

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



SERVICES

TEAM NEGOTIATION

Corporate negotiation, as a tightly choreographed team, unlocks unrealised potential in the deal, and collectively makes for greater impact. We bring confidence and creativity to your high stakes negotiations by providing a trusted framework for empowering individuals within teams. Business, like life, is ultimately human. At its core, it's an ongoing intersection and exchange between people. Working collaboratively in an understood and proven process empowers and consolidates your team to co-create maximum value.

Our WinWith™ Negotiation methodology brings that extra fire power you need through high stakes 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 of combined experience from internal negotiations, to complex multi-billion dollar deals with heads of industry, commerce and diplomacy.

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.

BOOK A 30 MINUTE COMPLIMENTARY CONSULTATION

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.





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. We know the power of a well co-ordinated team.

The Trusted Negotiator consultants and facilitators use tailored training programs, created with a deep understanding of information technology platforms, procurement processes, tender processes, and referential rules and processes that form a public administration system or those of a private organisation.

Our experts are with you all the way, whether your team is facilitating internal or external negotiations, before or after sales strategies, or managing the transition of purchasing from closing the deal to wrapping up compliance. Most of all, have your team playing the same game.

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

CASE STUDY MICHELIN

_____ Michelin Australia came to Trusted Negotiator with teams made up of different people with disparate negotiation strategies. How could they move forward together?

With varying understanding of negotiation and shared value, Michelin Australia's teams were looking for a way to align and consistently move buyer and procurement deals forward.

By the end of training, Michelin's teams were united by a common understanding of how WinWith™ solutions build trust and maximise a deal's value – a key asset for the world's most reliable and iconic tyre brand.



THE CHALLENGE

- MULTIPLE, DIFFERING DISCIPLINES
- MIS-ALIGNED TACTICS
- SHIFT TO A WinWith™ MENTALITY

Michelin's diverse teams were experienced, but like many corporations the differing negotiation strategies and tactics created confusion, and so they were missing out on extra business potential in their deals. Michelin needed to have everybody on the same page, and to also play to their individual strengths.



THE PROCESS

- WinWith™ CONSISTENT FRAMEWORK
- ROLE PLAYING AND VIDEO SIMULATIONS
- PRACTICE IN A SAFE ENVIRONMENT
- COACHING AND FEEDBACK
- EXPERIENTIAL LEARNING

Trusted Negotiator created a safe, simulated environment for the teams to discover and trial negotiating strategies and techniques. They were able to uncover invaluable insights, develop a more nuanced understanding of negotiation, and establish best practice for building trust and common ground.



RESULTS

- 30 PEOPLE ALIGNED WITH ONE PROCESS
- CO-CREATION STRATEGIES
- A TEAM APPROACH TO NEGOTIATION
- VALUES DRIVEN STRATEGIES

“This course was a deeper dive in the psychological aspect of negotiations, not only about our own behaviours but all parties involved. Most valuable part was around building trust.”

Chris Gledhill, National Sales Manager

» **ALIGNED TEAMS ARE
EQUIPPED TO BUILD
TRUST AND CO-CREATE**



CASE STUDY

KPMG AUSTRALIA

KPMG regularly make high stakes deals, but team members had varying experience and understanding of negotiation. How could they unlock the deal's potential?

The KPMG team members brought a wide range of experience and methodologies to their negotiations, and were ready to introduce a proven framework to strengthen and unify their team's capabilities. A carefully choreographed team would equip them to unlock even more value from their high stakes deals.

To provide a safe environment for trialling a new framework, Trusted Negotiator used video and live deal simulations to help KPMG's team identify their emotional triggers and evolve their negotiating skills. Trusted Negotiator's WinWith™ methodology enabled individual team members to gain confidence in bringing their own personal style to negotiations.



RESULTS

- TEAM ALIGNED WITH ONE PROCESS
- CO-CREATION STRATEGIES
- A TEAM APPROACH TO NEGOTIATION
- VALUES DRIVEN STRATEGIES

“Very useful and informative course. It provides valuable insights into how to approach, think about and execute negotiations. The most valuable part for me was practicing the theory with the deal simulation exercises!”

– **Matthew Gray**

“Highly beneficial for those, like myself, with lower level negotiation and interpersonal skills. It is a confronting, but controlled and “safe to fail” environment to learn. I am definitely a better listener now”

– **Marcus Grose**

» RE-ENGAGED TEAMS COLLABORATING WITH A SHARED MISSION



THE CHALLENGE

- TEAM MEMBERS OF VARYING SKILL LEVELS
- DIFFERENT APPROACHES TO NEGOTIATION
- TEAM LEADERS TO MENTOR WITH A CONSISTENT FRAMEWORK

As they expand their team, KPMG – they need a framework to unify their team process and to ensure that future team members were inducted into a consistent framework and methodology.



THE PROCESS

- ASSESSED AND STRENGTHENED TEAM CAPABILITIES
- WinWith™ CONSISTENT FRAMEWORK
- ROLE PLAYING AND VIDEO SIMULATIONS
- PRACTICE IN A SAFE ENVIRONMENT
- COACHING AND FEEDBACK
- EXPERIENTIAL LEARNING

In an intensive two day workshop, Trusted Negotiator assessed KPMG's individual and collective negotiation capabilities, and used role playing and video feedback tools in a ‘safe to fail’ environment. By observing their own behaviours under pressure, each team member gained new awareness, unified by the WinWith™ framework.

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 “WinWith” 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





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