

RED SHEET® NEGOTIATION

BUILD CONFIDENCE IN NEGOTIATION OUTCOMES, BOOST BUSINESS RESULTS

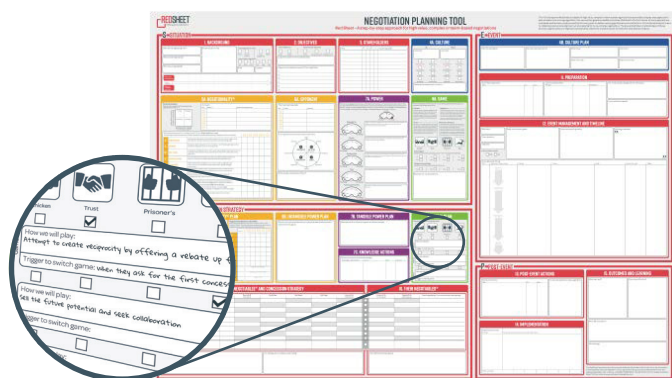
Adopting Red Sheet for negotiation planning and execution can make a dramatic difference to the outcomes you and your team achieve.

The Red Sheet step-by-step planning approach equips negotiators of any background or experience level to secure optimum results from all negotiations. Red Sheet's unique combination of process, along with personality and repertoire of winning tactics, techniques and soft skills, will give your team the edge in any scenario. The methodology includes extensive tactical, psychological and practical components, body and spoken language modules, as well as a unique approach to determine and manage the winning concession strategy for our negotiables®.

Red Sheet is used worldwide by procurement, sales teams, business, government, diplomatic and security, and other professional negotiators.

Make Red Sheet the way your organization negotiates by adopting the Red Sheet planning tools - available digitally via our intelligent negotiation platforms, digital learning and resources, or in the popular poster, deskpad or notepad formats. Train your team to be great Red Sheet negotiators with one of our high-impact learning and development programs.

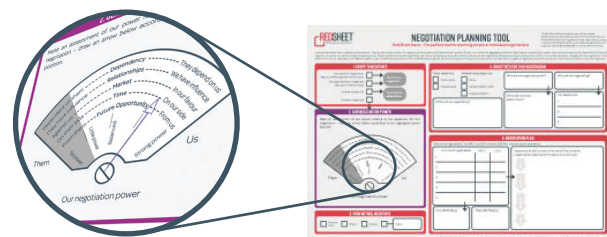
THE RED SHEET METHODOLOGY IS AVAILABLE AT THREE LEVELS:



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

GOOD NEGOTIATORS ARE MADE, NOT BORN

MAKING IT HAPPEN



Toolkits and Resources

We offer a flexible suite of tools and resources for negotiation planning and capability development.

- **Red Sheet**
The original collaborative negotiation planning tool available digitally with intelligent workflow as part of Ruby, or as the traditional poster-based planning tool.
- **Red Sheet Lite**
A negotiation planning tool for less complex, day-to-day negotiations. Available digitally with intelligent workflow as part of Ruby, or as a physical deskpad.
- **Red Sheet Nano**
A highly effective negotiation planning tool to support simple or individual negotiations. Available digitally with intelligent workflow as part of Ruby, or as a physical notepad.
- **Red Sheet Digital Platforms**
Featuring Ruby - the Guided Negotiation Plan Creator®, process, tools, resources and a vast digital learning library. Also available as a module within Procleus®.
- **Negotiation Competency Assessment**
Assess and baseline your teams negotiation capability and measure improvement.
- **Negotiation Psychometric Assessment**
Determine your negotiability®, your 'negotiation personality', and use this as a framework to modify behaviour.
- **Negotiation for Procurement & Supply Chain Professionals book by Jonathan O'Brien**
A proven approach that puts the buyer in control.

Training Courses

Our online and classroom training provides high-impact, inspirational, and practical learning for your team. Our renowned trainers are experts in their field, with experience gained from increasing negotiation capability for leading organizations around the globe.

Training course options:

- **Negotiation - Red Sheet Advanced+**
A 'next stage' course for those already trained in Red Sheet. Includes extensive practical and psychological training.
- **Negotiation - Red Sheet Advanced***
This advanced training is for anyone who is serious about negotiation and includes significant role play.
- **Negotiation - Red Sheet Intensive**
This course provides thorough coverage of our Red Sheet process for effective negotiation planning with basic role play.
- **Negotiation - Red Sheet Lite**
This course is based on our Red Sheet Lite process with extensive practical role play.
- **Negotiation - Red Sheet Introduction**
This single day course provides an introduction to negotiation planning using the Red Sheet Nano process.

An optional follow-up to a Red Sheet training course is our **negotiation coaching**. Our expert trainers work closely with your team immediately before a critical negotiation.

*The Red Sheet Advanced course holds the IFPSM: Programme Accreditation Standard (PAS) and counts as credit towards the Positive Purchasing Master Practitioner in Strategic Procurement programme.

Packages

Negotiation Awareness Package

Based around the Red Sheet Nano tool, this package offers an introduction to some of the soft skills and tactics required for negotiation success. Features a subscription to Ruby+, introductory training, resources, and copies of the Negotiation for Procurement and Supply Chain Professionals book by Jonathan O'Brien.

Intermediate Negotiator Package

Based around the Red Sheet Lite tool, this package provides everything you will need for successful everyday negotiations. Features a subscription to Ruby+, Red Sheet Lite training, resources, and copies of the Negotiation for Procurement and Supply Chain Professionals book by Jonathan O'Brien.

Advanced Negotiator Package

Based around the original Red Sheet process, this includes the tools and resources for successful high-value/complex negotiations. Features a subscription to Ruby+, Red Sheet Advanced training, resources, and copies of the Negotiation for Procurement and Supply Chain Professionals book by Jonathan O'Brien.