

Black belt negotiation: how much are you leaving on the table?

Imagine bringing in an extra £27,000 every month. These are the results of hundreds of professionals we've trained.

The Black Belt Negotiator has become the gold-standard, adopted by multi-nationals, including HSBC, The Kler Group, American Express, Parsons and Siemens. It has helped reduce costs, improve project delivery, win new business, increase profit...while at the same time building better relationships with key trading partners!

The Five-Step Funnel™ - a winning formula for negotiation success

Our unique Five-Step Negotiation Funnel™ creates clarity so your people know exactly where they are at each twist and turn of the negotiation. We examine where negotiations can go wrong and replace bad habits; uncertainty and fear with poise and confidence – never make unnecessary concessions again!

Return on investment
Even better, our research shows that the payback period for this seminar is less than one month. You can expect to see return on investment the moment your people get back to work.

Neuroscience research
Thanks to the latest neuroscience research, we know more about the human brain and how we make decisions than ever before, but most of us are still unaware of how to apply these new insights to negotiation.

Neuroscience sheds light on how certain negotiating behaviours unintentionally alienate the other side. We demonstrate why and the most effective methods to use instead. We emphasise the importance of long-term business relationships, focusing on tradeables and win-win solutions that keep both sides happy.

"I don't think I have attended an event where everyone was so involved with the presentation and presenter."

Alan Barclay-Devine, Chair, Chartered Institute for Procurement and Supply



KEY BENEFITS

- Understand the powerful emotional undercurrents at work and get to the real issues
- Have the confidence to present your case with compelling impact
- Spot the most common negotiators' tricks and counter them
- Stop getting beaten down on price and making unnecessary concessions
- Use win-win negotiation to build better relationships... **and** get the deal you want

Meet Tom Flatau

International Speaker and Coach

Where training truly transforms

With a Masters in Business Analysis & Systems Design and as a Fellow of the Institute of Leadership and Management, Tom Flatau combines business acumen and intimate knowledge of corporate culture with neuroscience research and brain-based coaching to transform the individual and deliver growth and profitability in world-class companies.

"You're good with your hands, but your brother is the intelligent one..." was something Tom was told often as a child. Having failed a major entrance exam, aged 11 and consigned to being 'average', he is living proof that anyone can be who they want to be and achieve a destiny beyond their dreams, exceeding the low expectation of others.

Training with the Neuroleadership Institute, Tom is an accredited brain and behaviour specialist, using applied neuroscience research and tried-and-tested techniques to motivate and transform. He has formulated a series of world-renowned seminars, delivered to multi-national businesses, including HSBC, Louis Vuitton, Emirates, Siemens, Unilever and the BBC.

Through interaction, real-world examples and scientific explanation, Tom's talks explain the limiting beliefs and fixed mindsets that inhibit the potential of so many. He explains the brain's ability to rewire in order to make everlasting changes in behaviour and mindset.

Tom



The Neuroscience of Negotiation
TV Interview



Mindset & Neuroscience of Leadership CIPD, London



Black Belt Negotiation Skills
BBG, Abu Dhabi



"You're good with your hands, but your brother is the intelligent one..."