UNBOXED
TRAINING & TECHNOLOGY

UNIVERSITY OF RICHMOND
ROBINS
School of Business™

unboxedtech.com/negotiate
hello@unboxedtech.com
(888) 723-9770

# READYSET NEGOTIATE TRAINING

## Build Skills to Maximize Influence and Achieve Win-Win Outcomes

## WHAT IS READYSET NEGOTIATE?

Built in partnership with University of Richmond, Robins School of Business, ReadySet Negotiate leverages decades of expertise from a Top 25 University and Tier One Business Program. This turnkey training combines high-impact eLearning courses with the ability to participate in an expert facilitated session to build key skills anyone can use to become an effective negotiator.

## WHO WILL BENEFIT?

- **Business Professionals:** Develop the skills and confidence needed to achieve outcomes, establish credibility, and maximize value in any situation that requires influence.

- **Negotiation Professionals:** Learn strategies and techniques to hone skills, adapt existing strengths, and achieve successful outcomes.

## WHAT MAKES THIS LEARNING EXPERIENCE UNIQUE?

Unboxed ReadySet Training™ utilizes award-winning learning design to deliver a unique and engaging skill-building experience. Intentionally built for rapid deployment, Unboxed ReadySet Training™ is turnkey training that gets results.

ReadySet Negotiate is built in partnership with Richard Coughlan, Ph.D. – Faculty Director of Executive Education at the Robins School of Business. For over 30 years, Dr. Coughlan has mastered skills in the art and science of negotiation, and this unique partnership leverages decades of practice and consultation with some of the largest and most complex organizations in the world.

**Richard Coughlan, Ph.D.**
Faculty Director of Executive Education
University of Richmond, Robins School of Business

Scan To Learn More

# TWO-LEVEL CERTIFICATE PROGRAM STRUCTURE

Self-paced and facilitated options to introduce knowledge and build skills.

**Level 1**: Foundations of negotiation strategy and techniques are introduced through four self-paced, high-impact micro-learning courses, each with a corresponding workbook for learners to reflect and practice. A baseline and summative assessment also test learners' knowledge and measure their progress.

**MASTER NEGOTIATOR**
University of Richmond
Robins School of Business
CREDENTIAL ID URI23

**Level 2**: Six-hour facilitated session with Richard Coughlan, Ph.D., using case-studies and real-world simulations to develop skills anyone can immediately put to work. Upon successful completion of Level 2, participants will be certified as Master Negotiators by the University of Richmond, Robins School of Business.

# UNBOXED READYSET TRAINING™ NEGOTIATE LEVEL 1

This series combines skill- and application-based lessons to build negotiation foundations through four engaging, interactive eLearning courses. The corresponding workbooks encourage deeper learning, and the assessments drive retention and build confidence.

## COURSE 1
### ANALYSIS AND PREPARATION

How to prepare for negotiations and change your perspective.

- Preparing Effectively
- Understanding the Other Party
- Adapting Your Perspective

## COURSE 2
### ALTERNATIVES, RANGES, AND RESERVATION POINTS

How to line up your alternatives and know what would make you walk away.

- Mapping Potential Outcomes
- Thinking in Negotiation Ranges
- Preparing Best Alternatives

## COURSE 3
### OPENING OFFERS AND CONFIDENCE

How to tailor your opening offer to the situation and calibrate your confidence.

- Asking Effective Questions
- Defining the Unknowns
- Positioning Opening Offers

## COURSE 4
### TRUST AND HONESTY

How to determine your levels of trust, honesty, and transparency.

- Determining Levels of Trust
- Managing Trust and Honesty
- Deciding Level of Transparency

## IMPROVE RESULTS

Achieve better results in both formal and informal negotiations

## BUILD CONFIDENCE

Build confidence in your teams' influencing power and abilities

## EMPOWER LEARNERS

Enable participants to apply insights through real-world, case-based learning

## SCAN TO LEARN MORE

Get started with ReadySet Negotiate