

Vasher McRoberts LLC

*Custom training, because your negotiations are unique.
Expert facilitators, to answer the difficult questions.*

VMc offers **customized negotiation training from expert facilitators**. Our facilitators are Harvard lawyers with experience training negotiators for elite institutions, Fortune 500 companies, non-profit organizations, and the United States federal government and military. We have trained and assisted negotiators from raw recruits to seasoned C-suite executives, and done so in more than twenty countries around the world.

Based on that deep experience, **our training goes beyond the standard curriculum**. In addition to critical concepts such as active listening and interest-based negotiation, our clients learn to become more self-aware in their strategies, more practical in their preparation, and more conscious of irrational behavior on both sides of the table.

Negotiators are trained all around the world, every day. The people you negotiate with are training to perform better. **Train to a higher standard** with expert instructors and the newest curriculum.

Benefits of a VMc Training:

Modular

We have a lot to teach, but we know you're busy. Our curriculum is built from **half-day learning modules** that can stand on their own or come together in full, multi-day workshops. We work with your schedule.

Practical

Negotiators never have unlimited time to strategize and too often neither side truly behaves rationally, but your team still needs to achieve the best results! We use realistic training simulations to prepare your team with **best practices for the real world**.

Better for You

Negotiation training is becoming a common tool. It is more important than ever for negotiators to be **not just trained, but better-trained** than their counterparts. We make that happen by bringing you training truly customized to your business.

The *Six* Fundamentals of Negotiation

Structure

Process

Communication

Tactics

Relationships

Strategy



Train better. Negotiate better.

Construction of a Training Workshop

Our **Six Fundamentals of Negotiation** cover the primary skillsets that drive negotiation results. In each module, participants explore a key facet of negotiation through facilitated discussions, live negotiation simulation, and feedback and coaching from the instructor.

Typical training seminars last two days and cover four modules, chosen and customized to fit the client's needs and specific challenges. We always include post-workshop follow-up.

Sample Training Agenda:

Day 1: The Prepared Negotiator

- AM Module: Structure + VMc Role Play Simulation
- PM Module: Process + Case Study / Exercise

Day 2: The Savvy Negotiator

- AM Module: Strategy + VMc Role Play Simulation
- PM Module: Tactics + Capstone Role Play Simulation in Client's Industry

Clients that want an even more customized experience may be interested in our **High-Intensity Customized Negotiation Workshops**.



Detailed sample agenda available upon request.

*Not sure how customized you want to go?
Compare our workshop options below.*

VMc Customized Negotiation (CN) Workshops

- Workshop are **1/2 day to 3 days** long.
- Workshops are facilitated by a **single facilitator** for **up to 30 participants**.
- All customized **workshops include:** initial customization call(s) (1-3) with the facilitator; pre & post workshop surveys; and a selection of appropriate exercises/simulations from our library based on participant needs.
- Facilitator will work with you to **select learning modules from our 6 Fundamentals of Negotiation** and, depending on your needs, may suggest one or more Specialized Negotiation Modules for your group.

VMc High-Intensity Customized Negotiation (CN) Workshops

- Workshop are **1 to 3 days long** (we do not recommend half-day programs for our high-intensity workshops).
- Workshops can be facilitated by a **single facilitator or dual co-facilitators**, depending on your needs, for **up to 30 participants**.
- **All high-intensity customized workshops include:** initial customization call(s) with the facilitator(s); pre & post workshop surveys; subject matter expert (SME) calls with your internal experts; **at least one negotiation simulation drafted for you**; and a selection of appropriate exercises/simulations from our library based on participant needs for other exercise opportunities.
- Facilitator will work with you to **select learning modules from our 6 Fundamentals of Negotiation and our Specialized Negotiation Modules**.

4 Phases of Negotiation



Have a special request? Just ask!