

QUANTUM™ NEGOTIATION

FRAMEWORK

- ✓ Negotiation Strategy
- ✓ Preparation & Process
- ✓ Value Creation & Claiming
- ✓ Skills & Tactics

- ✓ Self-Awareness : Profile Assessment
- ✓ Behavioral Style Shift
- ✓ Behavior Guideline and Evaluation



- ✓ Emotional Intelligence
- ✓ Personal Value System
- ✓ Value and Purpose Alignment

The Power of Quantum Negotiation for Leaders



A new approach built on insights from social neuroscience, human interaction dynamics and cultural conditioning.

Negotiation competency is an increasingly critical skill in our fast-paced, interconnected, uncertain world. Negotiation is at the core of a wide variety of leadership roles:

- ✓ Establishing and implementing shared vision and strategy
- ✓ Aligning budgets and resource allocations
- ✓ Leading organizational transformation
- ✓ Developing inclusiveness and collaboration
- ✓ Increase value and guide others in problem-solving

Negotiation is Personal



Nearly all negotiations require a high level of personal interaction. The success of these interactions can depend greatly on unseen yet highly important factors that include:

- ✓ Psychological attachments
- ✓ Emotional attachments
- ✓ Personal belief systems

When we consider that negotiations occur constantly as people work together to problem-solve, create new things and share resources, the impact of these underlying personal factors on tangible and intangible outcomes is tremendous.

Creating Emotional Resilience and Intelligence



The Quantum Negotiation program increases the negotiator's clarity of needs, values and purpose which anchor the ability to right one's self in turbulent and diverse value situations.

This concept of Buoyancy is critical for navigating unexpected aspects that present themselves in almost all negotiations.