



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 foster collaborative relationships, establish credibility, and maximize value in any situation that requires influence.
- **Negotiation Professionals:** Learn strategies and techniques to build trust, strengthen relationships, and close deals that deliver collective value.

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 25 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. Level 1 is a pre-requisite to Level 2.



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.



MASTER NEGOTIATOR

University of Richmond
Robins School of Business

CREDENTIAL ID URI23

UNBOXED READYSET TRAINING™ NEGOTIATE LEVEL 1

This series combines skill- and application-based lessons to build negotiation foundations through four engaging, interactive eLearning courses.

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

ESTABLISH TRUST AND HONESTY

How to strategically influence and navigate levels of trust.

- Understanding 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

READYSET NEGOTIATE TRAINING

Level 1 Curriculum Overview

This series combines skill- and application-based lessons to build negotiation foundations through four engaging, interactive eLearning courses.

Courses		Course Description	Key Skills	Follow-Up Actions
Course 1	Analysis and Preparation	How to prepare for negotiations and change your perspective.	<ul style="list-style-type: none"> Preparing effectively Understanding the other party Adapting your perspective 	<ul style="list-style-type: none"> Create a list of standard prep tasks before starting any negotiation
Course 2	Alternatives, Ranges, and Reservation Points	How to line up your alternatives and know what would make you walk away.	<ul style="list-style-type: none"> Mapping potential outcomes Thinking in negotiation ranges Preparing best alternatives 	<ul style="list-style-type: none"> Identify your best alternative before negotiating Define what makes a deal no longer valuable to you
Course 3	Opening Offers and Confidence	How to tailor your opening offer to the situation and calibrate your confidence.	<ul style="list-style-type: none"> Asking effective questions Defining the unknowns Positioning opening offers 	<ul style="list-style-type: none"> Prepare a list of questions to uncover information you need Determine the type of opening offer to make
Course 4	Establish Trust and Honesty	How to strategically influence and navigate levels of trust.	<ul style="list-style-type: none"> Understanding levels of trust Managing trust and honesty Deciding level of transparency 	<ul style="list-style-type: none"> Reflect on current trust levels with negotiating partners and identify behaviors to build value

 Scan To Learn More

