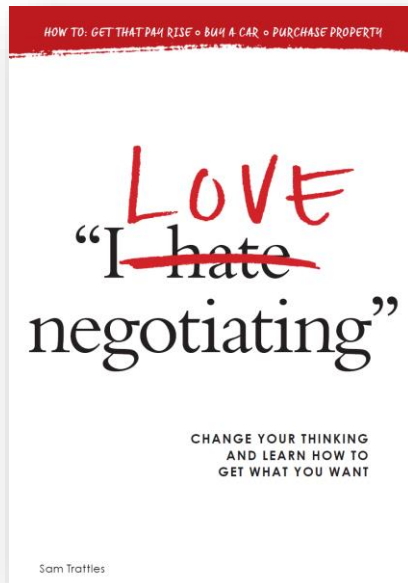


## 'I Love Negotiating' Corporate Training Programs



### WHAT'S IT ALL ABOUT

'I Love Negotiating' Corporate Training Programs are designed for those who aim for better **negotiation outcomes with smoother and more collaborative processes**.

Each program is tailored to help people build their confidence and capabilities in negotiating at work. Participants will understand their **individual negotiating style** and **learn the tools for delivering positive results** for themselves, their team and the organisation.

Negotiating is a learned skill, typically learnt 'on the job' so strength in this skill builds by understanding the foundations of a good negotiation and consistent practice. Our programs **guide participants** through the **four key stages** of a good negotiation, Accept | Prepare | Engage | Close, breaking down the process to follow a **tried and tested framework** for good outcomes, every time.

Attendees will practice real-life situations to ensure that **practical application of skills** is part of the process, building confidence to **hit the ground running post training**.

'I Love Negotiating' Programs are created to help attendees achieve better and more consistent results. Whether in external business deals, critical cross-department conversations or within teams, this program will help people achieve their goals while **developing and maintaining important professional relationships**.

**87%** of people  
are either sometimes  
or always apprehensive  
about negotiations  
(ref salary.com)

### WHO SHOULD ATTEND

Our programs have been created for:

- Those who **make money** for the company
- Those who **save money** for the company
- **Managers** - front line to senior leaders
- **Individual contributors** for skills improvement
- **Whole teams and BUs** improve these skills

### OUTCOMES

**Individuals** who participate in our programs:

- Become **better communicators**
- **Gain confidence** for complex negotiations
- Achieve **improved financial outcomes**
- Build **stronger business relationships**

**Organisations** with more good negotiators see:

- Increased **x-team collaboration**
- Positive impacts to **productivity**
- Better **customer satisfaction** interactions
- Improved **staff retention**
- **Better results** by saving or making more money

### Program options

We offer sessions from 90 minutes up to two-day tailored programs, as well as online training modules that will all be tailored to suit your t.

### Let's get started

Contact us today to discuss how we can best help:

Sam Trattles 0411 342 582

[sam.trattles@othersideofthetable.com.au](mailto:sam.trattles@othersideofthetable.com.au)

## 'I Love Negotiating' Corporate Training Programs

### ABOUT YOUR TRAINER

#### Sam Trattles – Negotiation Subject Matter Expert

Sam is a negotiation consultant with 20 years of corporate experience in negotiating multi-million-dollar commercial deals. Through her business, Other Side of the Table, she works with individuals, rights holders and brands to create negotiation strategies that deliver outcomes that don't leave you wondering 'could I have gotten more?'

Previously, as Head of Sponsorship at Telstra and PricewaterhouseCoopers, she negotiated, leveraged and delivered significant returns on deals from thousands to multi-million dollars; across sport, music, the arts, philanthropy and local programs. In the past 10 years Sam has negotiated and leveraged more than \$450 million worth of deals, and managed to get herself out of countless parking tickets along the way. 😊



Sam's practical approach to negotiating has been captured in her book – **I Love Negotiating, Change your thinking and learn how to get what you want**. In her training programs Sam brings all of her enthusiasm and practical lessons to the table helping participants as the subject matter expert.

Sam has a raft of career highlights including negotiating the 'saviour' deal with CGU Insurance, saving the iconic Tropfest, securing the world largest short film festival's future by negotiating multi-year deals with CGU Insurance and other corporate partners.