



RESOLUTION
SOLUTIONS

**MENTORED NEGOTIATION
CAMPAIGNS**



“

**Learning is the only thing the
mind never exhausts, never
fears, and never regrets.**

LEONARDO DA VINCI

MENTORED NEGOTIATION CAMPAIGNS

THE BEST WAY TO LEARN IS TO DO

Resolution Solutions helps you negotiate today's needs by mentoring your team through a powerful one day campaign.

What is it?

- A unique negotiation campaign designed to create results
- Tools to ensure your team is prepared and confident
- Classroom training, practice and role play
- Individual mentoring on each negotiation
- Campaign day support
- Project management of the event

CURRENT NEGOTIATIONS



Negotiation
training benefits
unclear



Rushed preparation
does not generate
results



Negotiation fatigue
- Supplier knows
your game



Lack of
management
involvement

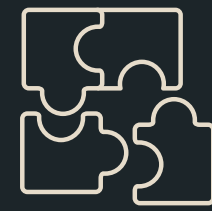
MENTORED NEGOTIATION DIFFERENCE



Training while
doing reinforces
learning



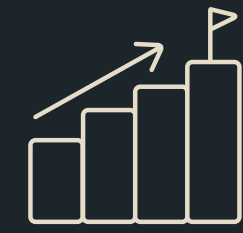
Mentoring at each
stage to build skill
and confidence



Highly structured
negotiation
campaign



Management &
stakeholder
involvement



Repeatable results



RESULTS

You can expect double your historical negotiation results and at least 4x return on your investment

TRAINING

Training within a real world negotiation drives real results and builds long term skill and confidence



RELATIONSHIPS

YOUR SUPPLIERS ARE IMPORTANT

Your relationships with your suppliers are critical to your success!

PROTECT YOUR RELATIONSHIPS

We will help your team define where each supplier fits within your strategy. The negotiation approach will be tailored to the strategy needs.

One of the strengths of our approach is that your team does the negotiation and protects the relationship.

Our job is to help the team hit the right balance of relationship and financial goals.



YOUR COMMITMENT



WHAT DO YOU NEED TO PROVIDE

- Your team that will do the negotiations
- Management for speeches and participation
- 15-24 suppliers to negotiate with
- 5 days of preparation, training and negotiation effort per team member over 2 months



PRICING

Flexible pricing models to respond to your needs and the scope of your business.

Consulting

4-6 weeks at consulting rate

Shared Benefit

Flat % of savings



MENTORED NEGOTIATION CAMPAIGNS



WHAT IS THE PROGRAM?

- Training and mentoring
- Structured campaign
- Preparation documentation and mentoring
- Playbook scripting for the negotiation
- War room

RESOLUTION SOLUTIONS

YOUR TEAM KNOWS BEST!

Your team knows your business and your suppliers.
Let's give them the tools, training and support to be
successful.



MENTORED NEGOTIATION CAMPAIGN

SPEECHES

Management will set the tone at start of the day

STRUCTURE

Time, layout, people and expectations are all carefully managed to maximize pressure on the supplier

SINGLE DAY EVENT

Suppliers bring decision makers and we expect to close negotiation in a single day

PLAYBOOK

Structured scripting brings confidence and clarity to the negotiation plan

WAR ROOM

Resolution Solutions will continue to advise and mentor the team throughout the negotiation

Training

CLASSROOM

Key concept training
to set a baseline
understanding

Training on how to
prepare to execute
the campaign

MENTORING

Throughout the
process accountability
and improvement
suggestions are done
through regular
contact at each step
of the process

PRACTICE

After the team has a
plan for the
negotiation role play
will sharpen the
negotiation as well as
build the teams skills
and confidence

NEGOTIATION

Along with leadership
team we will be in the
war room mentoring
real time each
negotiation both on-
line and during breaks

Preparation



SUPPLIER BACKGROUND

Outline who the supplier and their key people



FINANCIALS

Collect financial and spend information



ENVIRONMENT

Competition analysis



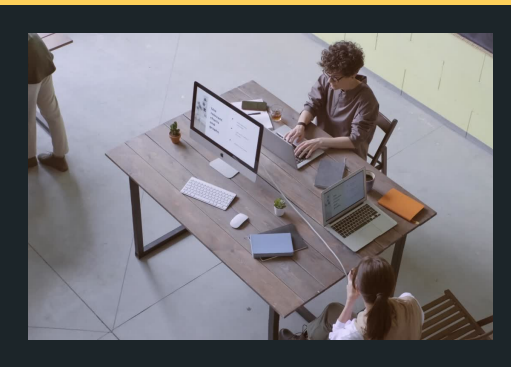
SUPPLIER PERFORMANCE

Document supplier performance



OPPORTUNITIES

Review all potential leverage opportunities.



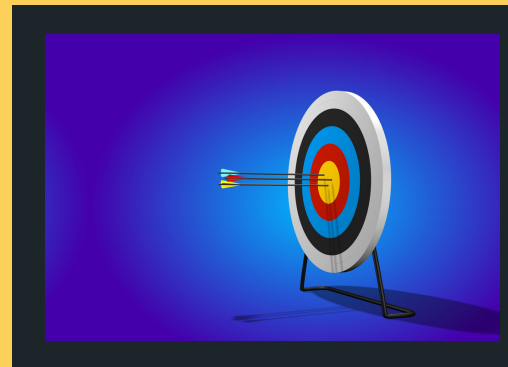
EVALUATION

Strength and weakness analysis



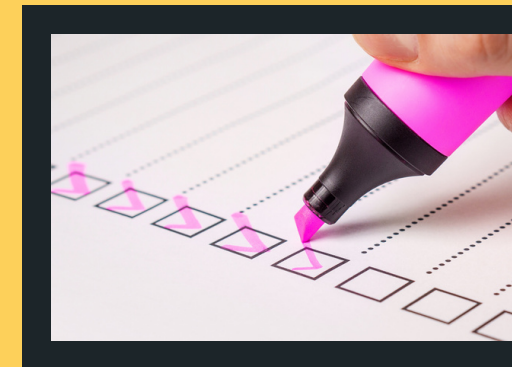
STRATEGY

Set the strategy aligned with business needs



TARGETS

Set goals for negotiation



PLAYBOOK

Plan the negotiation



AGREEMENT

Document the results!

Steve Schwandt



RESOLUTION
SOLUTIONS

Negotiation

- 27 years of global negotiation experience
- Trained 100's of negotiators
- Experienced trainer and mentor
- Project leader

Industries

- Electronics, electrical and brand label
- Mechanical and electromechanical
- Software
- Maintenance, repair, operations & energy
- Industrial and Manufacturing

REACH OUT



**RESOLUTION
SOLUTIONS**



Company360



MAILING ADDRESS

1975 Riverside Drive,
Victoria, BC Canada V9B 6H9



EMAIL ADDRESS

Steve.Schwandt@resolutionsolutions.ca
Steve.Schwandt@company360.ca



PHONE NUMBER

250-588-5006