



Why Pay

Digital Course



Capture Value Skills



Part 1

Influence the Buyer's Position

Complete e-learning

- Introduction
- Discover Your Buyer's Position
- Expand the Perception of Value

Practice One:

Influence the Buyer's Position



Part 2

Set Negotiation Boundaries

Complete e-learning

- Define Your First Offer
- Plan Your Concessions

Practice Two:

Set Negotiation Boundaries



Part 3

Fluency Coach AI Challenge

Practice and receive instant, actionable feedback

Post-Training Skills Reinforcement

Participants are given access to a set of reinforcement assets designed to refresh their skills on key concepts. They receive a sharable **eBadge** showing program completion.



Why Sign

Digital Course



Capture Value Skills



Part 1

Plan Your Value Exchanges

Complete e-learning

- Introduction
- Identify Your Negotiables
- Map the Path to Agreement

Practice One:

Plan Your Value Exchanges



Part 2

Leverage Tension to Drive Agreement

Complete e-learning

- Leverage Tension
- Manage Tension with Negotiating Behaviors

Practice Two:

Leverage Tension to Drive Agreement



Part 3

Fluency Coach AI Challenge

Practice and receive instant, actionable feedback

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