



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.