

konsultori

Harvard Business Negotiation

We will guide you through the process.

Konsultori

- makes your negotiation goals transparent
- works closely with you to produce a list of potential negotiation partners
- helps you to work out a Plan B (several)
- analyses negotiation tactics (interests and limits of both sides)
- sets assumptions and develops options
- produces arguments and benchmarks for objectivity
- calculates the value of different options (qualitative and quantitative)
- works with you to ensure you're always 2-3 steps ahead
- briefs and debriefs before and after negotiations and can even lead negotiations.



ADAM ERNST

FOUNDER, GOLDKEHLCHEN CIDER

"Petra's highly structured and positive mindset has been worth its weight in gold for Goldkehlchen. Challenging processes and her understanding of obstacles to business made Petra an essential sparring partner in the consulting process. She came to us initially as a coach and stayed as part of our growing team."

The outcomes for you

- **Negotiation process**
- **Long list of negotiation partners and a Plan B**
- **Options and roadmap for negotiation tactics**
- **Assessment of options**
- **Negotiation support**