



**SMARTnership NEGOTIATION**  
M A S T E R C L A S S

# The Worlds Most Awarded NEGOTIATION STRATEGY ONLINE

Start date May 21st 2020



## Why should I attend?

By popular demand, we are offering a unique opportunity to join a full SMARTnership negotiation online workshop combined with self pace training.

Gain insight into the worlds most award-winning concepts of SMARTnership Negotiation and NegoEconomics. Learn and practice the proven principles that separate the amateur from the pro negotiator.

## Where & when?

The workshop is a perfect blend between self pace training and live webinars  
Start date May 21st 2020  
ONLINE



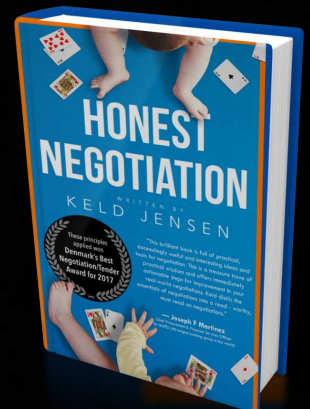
Register NOW. Limited space.

### Workshop lead:

Mr. Keld Jensen. Award-winning author, speaker and professor, with 24 books published in 38 countries.



According to WEF, negotiation is the 5th most important skill, regardless of your job.



### Questions?

[charlotte@keldjensen.com](mailto:charlotte@keldjensen.com)

#1 New release Amazon



"I am not one for giving out 5 out of 5, but in this case I would be happy to give it that rating"



British Government

## The Award winning SMARTnership negotiation workshop

The Award winning SMARTnership negotiation online workshop is NOT TO BE MISSED.

Invest in your negotiations skills and leave with a complete new vision on negotiations.

Keld Jensen is one of the leading global speakers and advisors on negotiation, a TEDx speaker, professor and award winning author.

The workshop is a ONLINE version of the full scale MasterClass in SMARTnership Negotiation strategies. You will get an introduction to the World's most awarded negotiation strategy - SMARTnership negotiation and the mathematical model of NegoEconomics, that claims that up to 42% of the values in a negotiation are not capitalized.

## Workshop content



Be able to understand the award -winning SMARTnership strategy



How we negotiate globally



Understand negotiation as an important organisational strategy



Get an introduction into Tru\$t-Currency - trust as an monetary value



Be able to identify the unutilised potential of up to 42% value through NegoEconomics



Leave equipped with the analytic tools, necessary to understand and think about the importance of negotiation



Learn the essential 10 phases to achieve succesfull negotiation



The science of behavioural economics in negotiations



Participate in a brief simulation giving you the opportunity for "hands on"



Get vital checklists for your future negotiation



# Welcome (Selfpace)

Syllabus & Pre study



## Chapter 1 (LIVE)

May 21 2020

### Introduction

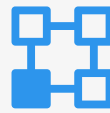
Introduction, content, initial Q&A and presentation of the program. The 4 important things to remember



## Chapter 2 (Selfpace)

### Trust

Create a strategy, Discussing TrustCurrency and NegoEconomics.



## Chapter 3 (LIVE)

June 4th 2020

### SMARTnership

What is SMARTnership. A case story. The 10 phases in a successful negotiation



## Chapter 4 (Selfpace)

### Preparation

Communication in negotiation. check lists, The Strategy Assessment Matrix



## Chapter 5 (Selfpace)

### Negotiation tactics

The 5 different negotiation styles + online negotiations



## Chapter 6 (LIVE)

June 11th 2020

### Wrapping up - Q&A

