

Making the Case for NEGOTIATION TRAINING

Help your leadership see the value, relevance, and ROI.



98.7% of Aligned training participants feel confident they can negotiate more effectively compared to before the session.

How to Roll It Out

Start small and scale:

1. Start: Pilot Cohort

(e.g. Cross-functional project leaders)

2. Next: Expand to Adjacent Teams

(e.g. (Sales, Procurement, Legal, HR))

3. Build: Embed into Core L&D Offering

(alongside Feedback, Influence, Leadership etc.)

Why Now?

Negotiation is the most-used skill in your organization – and the least trained.

30%

of the average employee's week is spent negotiating.

15%

of employees have ever received formal training.

THE RESULT?

- Avoided conversations
- Constant escalations
- Lost time, money + morale

What's the ROI?

Organizations that embed negotiation training see results across departments.

- ✓ Higher confidence in day-to-day conversations
- ✓ Faster project alignment across teams
- ✓ Fewer breakdowns in cross-functional work
- ✓ Tangible commercial impact (improved margins, shorter sales cycles etc.)

Clients report measurable gains in performance, collaboration, and decision quality.

Handling Common Objections

CONCERN

HANDLING

"Isn't this sales training?"

No – it's for cross-functional alignment, influence, and decision-making.

"Will it create more conflict?"

It reduces unhealthy conflict, and builds shared language.

"Do we need this?"

If our teams escalate too often or avoid hard conversations – we already do.

Negotiation is the connective tissue behind leadership, influence, and collaboration.

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I enjoyed and learned more from this negotiation training than previous ones. I think this has more real world use for me.

“

This was by far the best training course I have ever taken.

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Great training with real life examples I can use in my job right away!

Aligned.

Let's talk about tailoring this to your organizational needs:
hello@alignednegotiation.com