

RNS

Profitability starts with the buy

Retail Negotiation Series (RNS) Retail negotiation is different than any other type of negotiation. It's built on on-going relationships, fast-paced, with multiple variables, wide-range of internal partnerships to execute a program as well as global sourcing, ethical standards, and massive financial impact.

Successful retail buyers use a new negotiation mindset that goes beyond basic collaboration to increase profitability while Here is an overview of the two-level, blended program using virtual sessions along with daily online refresher questions elements exclusively developed for retail merchants.

Core Level

Three half-day sessions:

SESSION 1

- Introductions, Challenges, Tech Tips for Virtual Sessions
- **Retail research**
 - Differences in retail vs other types of negotiations
 - Traditional vs. new negotiation mindset
- **Your negotiation style** at work (using online DiSC Workplace profile)

SESSION 2

Core Skills for all negotiation situations:

- Six Retail Negotiation Tactics and Skills
- Daily/single-issue Planner to help focus on key outcomes and keep negotiation grounded

SESSION 3

Resolving Issues with Vendors Module

- Specific, step-by-step negotiation strategy for handling issues that come up after an agreement with vendors
- Live model of the skills and steps demonstrated
- Preparation, Skill Practice using real-world, scenarios, and feedback
- **Taking Action and Virtual Coach** tools as well as mobile app with daily retention questions about Core Level (for 3 full months following the training)



Each session is approximately 3 hours—Flexible delivery in virtual or live classroom environment.