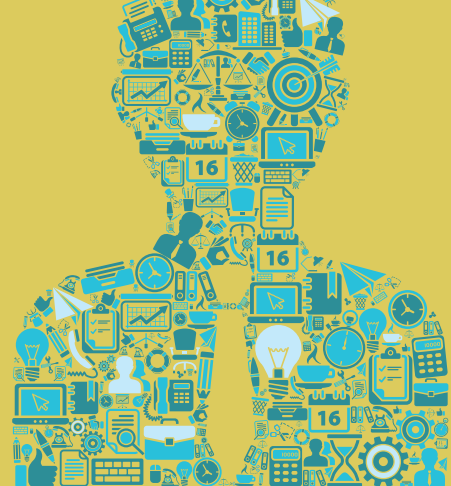


RNS Retail Negotiation Series

Profitability Starts With The Buy

In retail, every day is
a chance to learn. MOHR



Best Practices



Retail Negotiation Series (RNS)

Successful retail buyers use a new negotiation mindset that goes beyond basic collaboration to increase profitability while strengthening vendor (and internal) relationships.

Here is an overview of the two-day classroom session:

Click on our website www.mohrretail.com for more detailed agendas and information or call us directly at (201) 444-4100 or email us for an outline at info@mohrretail.com

Pricing

\$975 per person includes the MOHR Retail exclusive 90-day web-based reinforcement program

Retail Focused



Day One

National Research including Traditional approaches vs.the New Negotiation Mindset

- Focuses on the daily negotiations that require quick thinking, to-the-point planning, and proven skills and tactics to make decisions fast
- Buyers learn from the outset: How to use a Daily/Single Issue Planner to their advantage
- Personal insights about their own negotiation style's strengths and limitations through DiSC™
- The Agreement Cycle (Give, Get, Gain) tactic includes six key retail negotiation skills
- Strategy for **Resolving Issues with Vendors**

Introduction

Discussion strategy

Video model/Debrief

Practice using real scenarios & challenges

Commitment/Virtual Coach

Sustainability:

RNS+ Web Based Post Work Shop Reinforcement for ensuring and Sustaining Results

- 90-Day Post Workshop: Participants access a daily refresher of RNS in the form of a quick question.
- The system supplies the participants a question related to what they learned in RNS 30 seconds or less per day

Reinforcement



Day Two

Takes the skill level up to cover more advanced topics such as:

- Shifting power
- Leveraging Partnership Principles
- Understanding how Vendors plan
- Avoiding Joint Negotiation Pitfalls
- Having a Long-term/multiple Issue Planner

Strategy for **Influencing Internal Partners**

Introduction

How planning and discussion strategy differ from vendor issue

Modeled skill practice

Practice using real scenarios and challenges

Commitment/Virtual Coach

Strategy for **Managing Powerful Relationships**

Introduction

Discussion strategy

Video model/Debrief

Practice—Joint and Team Negotiation Strategy Meeting

Commitment/Virtual Coach

Applied

