

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.

Core level Cost: \$675 per participant (includes facilitation, DiSC®, participant kit with resources and 100-day pre & post-training reinforcement questions, gamification and leaders board to utilize brain science for retention and knowledge growth)

Advanced Level

- Each Advanced topic is facilitated in an approximately 3-hour virtual or live instructor-led workshop
- *Prerequisite Training:* Core level RNS

SESSION 4

Influencing Internal Partners



- Identify business partners and discuss current relationships
- Influencing approaches and principles
- Step-by-step strategy for getting agreement on how to address an issue/request
- Small group practice and feedback
- Taking Action post-session
- Daily refresher questions for retention of learning via mobile app
- Influencing Internal Partners
 - Preparation, Skill Practice using real-world, Blain Supply 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)

SESSION 5

Managing Powerful Relationships



- Partnership Principles
- Long term/Multiple Issue Planning
 - What vendors want
 - Joint negotiation pitfalls with your DMM
 - Long-term planning for strategic negotiations
 - 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
 - Team negotiation planning and practice
 - 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)

OPTIONAL SESSION 6

Senior Merchant Reinforcement



- Negotiation Skills
- Joint Negotiation Pitfalls
- Planning and Skills
- Follow-up and Ongoing Strategies
- Small group practice and feedback
- Implementation discussion and questions

ADVANCED RNS
Cost: Combined
with Core level
\$1075 per person

Minimum 9
participants

Advanced level **after**
attending Core level is
an **additional \$525**
per person.

Includes: Daily
refresher of key points
via mobile or desktop
app, participant kit
and facilitation.

ADDITIONAL SERVICES

One-on-one executive coaching is also available via our national network of professional leadership coaches. For either Category Managers/Buyers and/or General Merchandise Managers or CMO's.