

DRIVETRAIN LEARNING



ACCELERATE **the value**

Contact us for more information about our Navigate module series
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Implementing & Maintaining

Health Outcomes-Contracts

Staring at the Hood Ornament

Staring at the Hood Ornament Part 2

Bias to Action

Negotiating

Attorneys and Managing Risk

Body Language and Flares

Building a Concession Strategy

Building a Trustworthy Partnership w Legal Counsels

Coaching Negotiators-Observe, Feedback

Coaching Negotiators-Pitfalls

Coaching Negotiators-SAP

Common Negotiating Mistakes

Consensus-Align & Agree

Consensus-Negotiating Internally

Consensus-Present a Case

How Legal Counsels Directly Engage with Customers

How Legal Teams Build Trust

Inadequate Legal Partnerships

Internal Stakeholders- The Attorney

Legal Counsels and Agreements

Legal Counsels and Agreements- The Real Purpose

Negotiations Planning

Preferences-Getting Past No

Preferences-Motivators and Value Drivers

Selling vs. Negotiating

The Business Perspective of the Attorney

WORKSHOPS

Negotiating

Outcomes Oriented Negotiations