

The Lionshare System™

Why a System?

The impact of the Lionshare Negotiation System™ is clear and unique. We offer as the only negotiation system that can be implemented into an organization for long-term, lasting results. Business leaders agree that training is valuable. The challenge is translating that investment into measurable results and gaining adoption across the organization. There are three key components that businesses need to implement to maximize their training investment for the long term.



1. Negotiation Competency Training

Our training program is highly interactive and includes exercises for experiential learning. Lively discussion is a part of our workshops. Knowledge is shared, understanding is reached, and the skills become a part of you. Most important, we show you what you need to do and exactly how to do it. ***Not only will you leave us with more knowledge about negotiation than most business people, you will be ready to take advantage of your knowledge immediately.*** The results will speak for themselves!

2. The Lionshare Negotiation Software

Lionshare is the only negotiation training company that offers a software system that teams can implement into their organizations. This revolutionary system makes a huge impact by creating a standard process to create, manage, and report on deal negotiations. Our intuitive software wizard is a game changer as it methodically engages negotiators to construct state of the art strategies based on research from thousands of business negotiations. Negotiators become more confident, construct more creative deals, and have better outcomes consistently.

3. Ongoing Training & Support

- **Webinars** are provided on a regular basis to help fine tune skills, provide additional training, work through specific challenges, and introduce new findings.
- **Assessments** are provided on tough high stakes deals to provide assistance on determining what is needed to ensure a great outcome.
- **Reports** are provided to help coach, improve, and track your deals to find the areas for improvement.

“This was a very valuable session! We just closed a \$22M negotiation using the techniques we learned from Lionshare in our full day session!!

How’s that for an ROI?”

**Ken S.
Phoenix, AZ.**