

HIGH IMPACT FEE NEGOTIATION

Fee negotiation has become an increasingly critical skill for professionals and their firms. Despite this many professionals avoid actively engaging their clients in fee discussions for fear of risking their relationship or the prospects of future work. In so doing recovery rates are reduced and relationships risk being damaged.

The Møller High Impact Fee Negotiation Programme has been specifically designed by professionals for professionals and has been successfully delivered at a number of leading national and international firms.

Participants' abilities to negotiate fees have been transformed as they have learned how to:

- plan and prepare effectively
- build trust and look for greater opportunities
- use easy to apply tools and techniques to maximise their negotiation power
- understand personal negotiation preferences and their impact
- successfully apply and counter commonly used negotiation tactics

The rich and intensive learning experience combines instruction, group discussion and video feedback which stretches participants and supports them in immediately applying the lessons learned.

Participants will benefit from the faculty's combined 50 years of experience as active negotiators and the insights they have gained from developing the negotiating skills of over 4,000 professionals from the legal, banking and private equity sectors.

Click on **Register now** to book a place or call **+44 (0) 1223 465588** to find out more about the programme.

| | |
|---------------------------|---|
| Price | £1,650 + VAT |
| Available dates: | 20th September 2011 25th January 2012 |
| Duration: | Start 9:00 – End 17:30 |
| Location: | The Møller Centre Storey's Way Cambridge CB3 0DE |
| Contact Email: | info@mollerpsfgcambridge.com |
| Contact Telephone: | +44 (0) 1223 465588 |

