CASE STUDY

EXECUTIVE LEADERSHIP TEAM NEGOTIATION STRATEGY SESSION

ARCHITECTURE FIRM

{Name Withheld}

ZEROGAP.CO

Company Profile

Award Winning Architect Firm

200 + employees
Over 25% employees engage in daily negotiations with clients, regulators, partners, each other.
Committed to investing in female leaders.

Challenges

- Underselling services
- Reduced margins
- Poor communication between departments
- Weak enforcement of contract terms

NEGOTIATION STRATEGY

"Structure your contracts so that both parties are eager to for the next deal."

Jacqueline V. Twillie,
President
www.zerogap.co

Result

✔ Increased margins by nearly 8% on a $500,000 Project

✔Cohesive negotiation strategy among senior leaders

✔Implemented a new formal and informal for real-time negotiation strategy

✔Established boundaries for walk-away points on low margin deals

✔Increased confidence to negotiate for larger deal flow

Client Feedback from Negotiation Strategy Session

Jacqueline was strongly effective in providing tools to improve contract negotiations."This comes down to our bottom line and ***how profitable we are as a company.***"
~ Senior Leadership Member

"We're ***increasing our focus on the bottom line*** *as a result of this training... Moving forward we can do better at keeping track of project history of contracts and types, so we would use data rather than gut feel* to set fees."
~ Executive Officer

OUR CONTACT DETAILS

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Let's Talk