



NEGOTIATE MORE SUCCESSFULLY WITH ADDED INSIGHT

Nearly all factors of organizational success depend on negotiation and joint decision-making skills: whether it is the conclusion of a deal with clients, the supply of critical goods and services, or productive teamwork.

However, a skill that is not clearly defined cannot be measured. And a skill that cannot be measured, cannot be sustainably improved.

That is why Meeting Kitchen developed Added Insight: a web application that enables companies and individuals to define, measure, and to systematically improve their negotiation skill. Added Insight is based on scientific foundations and criteria which we jointly developed with the Psychological Institute of the ZHAW Zurich University of Applied Sciences [\[Link\]](#).

ADDED INSIGHT AS A TRAINING TOOL

- ➔ Participants evaluate themselves and their counterparts in a negotiation.
- ➔ Participants recognize their strengths and weaknesses when negotiating.
- ➔ The added value of the training is significantly increased through a facilitated integration of what participants learned in their daily work life.

ADDED INSIGHT AS A SELF-LEARNING TOOL

- ➔ Managers and employees observe and evaluate their negotiation skills regularly.
- ➔ They consciously and continuously develop their ability on the job to negotiate effectively.
- ➔ The performance of the organization as a whole increases because employees' principled negotiation skills leads to overall increase of self-assurance, confidence, and communication skills.

ADDITIONAL WAYS TO USE ADDED INSIGHT

- ➔ Training management: The "return on training investment" becomes measurable and increases.
- ➔ Recruitment: Candidates complete a negotiation exercise and recruiters immediately receive their negotiation skills profile.
- ➔ Negotiation in delegations: the delegation increases their effectiveness in the negotiation due to substantiated feedback.



Meeting Kitchen

Contact

We are at your disposal to work with you to customize Added Insight to your company's needs. Please get in touch if you would like to test our products or customize them for your specific needs.

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