

Performance-Based Training®

The Pinnacle Method™

The Pinnacle Method is a unique and innovative learning system that leverages our acclaimed Performance-Based Communication Skills® to empower you to clearly and concisely deliver your message with purpose. Through a series of customized, interactive simulations and a detailed focus on delivery, our video intensive training will instantly help you become a more confident, credible and compelling communicator.



Communication Skills for Enhanced Negotiation Outcomes

By utilizing The Pinnacle Method, participants will learn to communicate a clear, confident and compelling message in their negotiations. In addition to learning the basics of negotiation, they will discover how to use their delivery to achieve the desired outcome.

After taking this workshop, participants will be able to:

- Master the Five Steps to Effective Negotiating
- Maximize their negotiating leverage
- Control the negotiation agenda
- Turn an adversary into a colleague
- Confidently handle challenging questions and adversaries
- Communicate a clear and concise message
- Manage conflict during negotiations
- Leverage their delivery skills to influence the audience

Additional Performance-Based Workshops available

Contact us for details on customized curriculum in these categories and others:

- Performance-Based Communication and Presentation Skills®
- Executive Communication Skills
- Communication Skills for Virtual Environments
- Communication Skills for Customer Service Excellence
- Specialty Communication Skills Training

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