



Small Roadmap

Senior Programmes

- 'Stepwise Preparative'
- 'Shadow Negotiator'

1	<ul style="list-style-type: none">• Free commercial intakes for two stakeholders (trainee, decider, ...)
2	<ul style="list-style-type: none">• Videocall: estimate training needs• Make 'stepwise trainplan' to prepare for concrete event in near future
3	<ul style="list-style-type: none">• Trainer/roleplayer briefing: customisation of the programme
4	<ul style="list-style-type: none">• Initial Roleplayer Skill Audit<ul style="list-style-type: none">└ training needs ranked by urgency
5	<ul style="list-style-type: none">• 1st daypart (5h)• 1-to-1-training (3-4h after audit) = one trainer + one roleplayer for you alone!• Recording of typical, characteristic behaviour, and suggested alternatives. Take this home.
6	<ul style="list-style-type: none">• Intermediate video coaching 60'
7	<ul style="list-style-type: none">• 2nd daypart (4-5h, see: 5)• 1-to-1-training + 1h extra• stepwise preparation on event the near future
8	<ul style="list-style-type: none">• Intermediate video coaching 60'
9	<ul style="list-style-type: none">• 3rd daypart (4-5h) st-V1• 1-to-1-training + 1h extra (see: 7)
10	<ul style="list-style-type: none">• Final Role Player Skill Audit<ul style="list-style-type: none">└ Extend training with 4th daypart?
11	<ul style="list-style-type: none">• Continuing 'shadow support'
12	<ul style="list-style-type: none">• If needed: more training dayparts