
How CBI Helps Businesses

CBI helps individuals, teams, and businesses around the world to negotiate consistently higher value agreements.

We provide careful [assessment](#) of current negotiation practices, identifying opportunities for improving both individual skills and organizational practices. We provide [coaching](#) to negotiators, and their leaders, about how to prepare more effectively and create consistently better deals at the table. We provide [tailored training](#) that focus on a range of negotiation challenges that organizations face. We help organizations to design Centers of Excellence that permit continuous learning and knowledge management on a global scale. Drawing on a robust theory developed by CBI and our colleagues at the Harvard [Program on Negotiation](#), CBI goes to great lengths to ensure that individuals and organizations are able to implement proven techniques for creating value while protecting relationships, even in the most challenging situations.