

LXbD Presents, Marc Jablon with “The Creative Negotiator”

Marc is an accomplished and highly regarded learning and development professional, having helped thousands of business professionals across dozens of industries improve performance in several disciplines, including negotiation, emotional intelligence, communication skills, leadership development, change management, and organizational behavior. Previous to his work as a trainer and facilitator, Marc spent three years in a support role at McKinsey & Co. before moving to sales and marketing. He also co-founded his non-profit theater and school in Los Angeles. Marc has an extensive performance background, making him a high-energy facilitator, ideally suited to deliver an informative and entertaining seminar. His sense of humor and ability to draw on his engaging storytelling skills serve as a catalyst to create an unforgettable experience. He has drawn high marks from his attendees all over the country for his knowledge and expertise.



Marc comes to this work having spent eight years alongside one of the foremost minds on the subject of negotiation, Frank Mobus, who helped create, develop, and update the pioneering work for Karrass Effective Negotiating, often considered a pioneer in negotiation training through the close of the millennium. Frank’s work, with which Marc assisted developing, presents a more complex and nuanced perspective. To become a truly successful negotiator, one must understand the mental barriers that often cause people to back away from the process, often when it is most necessary to engage deeper in the process. Instead of a mindset that expresses, “Let’s acknowledge and embrace where we are, but let’s also try to come up with a better deal for both parties,” people tend to think more along the lines of “Okay, that’s enough. I moved from my original position so let’s just get this over with!” Marc challenges his attendees to consider the various types of negotiations within which different approaches apply, how to think like a negotiator, and how to navigate the various emotional landmines that occur from the moment we begin planning to the moment we feel we’ve reached an agreement.

Marc holds a B.A. in history and political science from Indiana University and a master’s of fine arts from the University of Washington.





LX Overview

LX Name: “The Creative Negotiator”

Why This LX Is Important: The ability to negotiate requires more than a tactical approach meant to extract concessions from the other party and win the best deal for yourself. It also requires mastering how to think like a negotiator and tap into one’s innate creativity to reach a potentially better agreement for both parties. Equally important is knowing when a broader, more creative deal just isn’t in the cards, and one must rely on a more basic, but often more competitive, skillset while, at the same time, often nurturing a strategic, long-term relationship.

LX Length: 90 minutes

LX Participants: Each session is designed for a maximum of 40 participants.

LX Overview: Every day, people around the globe negotiate on behalf of their businesses and themselves, seeking lower prices on purchased goods, higher margins on goods sold, or leveraging time and resources from internal stakeholders. And some people just want to know how to get their kid to eat their vegetables at dinner! Whether at home or the office, every negotiation is different. And thus, each type of negotiation requires a different mindset and skillset. People often take a one-size-fits-all approach to negotiating and then wonder why they didn’t get a similarly positive outcome. Through practical tools and experiential learning, we will help identify what tactics and skills work best along what innovator Frank Mobus called the “Negotiating Continuum.” We will then explore the psychology of Mobus’ call to think like a negotiator.

LX Takeaways: This interactive learning experience is designed with the following outcomes for each participant:

1. Participants will learn how to employ basic negotiating tactics to get a better deal for you and your company.
2. Participants will understand how their emotions affect their ability to employ those tactics both in their planning and at the negotiating table.
3. Participants will become more attentive to the other party’s emotions and understand how and when to shift strategies to foster better relationships.

Price (for a Certified Trainer): \$2,500 per session