



PIAF Consulting

Strategy · Skills · Sisterhood

POWER SUITE

Negotiation Training

Feminist and science-backed strategies for successful collaboration outcomes



Let's redefine negotiation together

- ⚡ Reach agreement and strengthen collaboration
- ⚡ Recognise power dynamics and tackle bias
- ⚡ Improve equity, diversity, inclusion and engagement

Why choose POWER SUITE training?

The POWER SUITE framework addresses interpersonal, cultural and structural barriers, such as gender and intersecting bias. It tackles how these barriers affect participation in collective efforts and helps:

- ⚡ **Participants acquire negotiation tools to navigate and challenge complex situations**, building bridges and reshaping the gendered power dynamics holding them back.
- ⚡ **Organisations improve cross-functional collaboration and engagement** by empowering all stakeholders to contribute meaningfully to strategic goals in a context of rapid change.
- ⚡ **Support equity, diversity and inclusion (EDI)**, strengthening organisational cultures, cohesion and performance.

POWER SUITE Approach

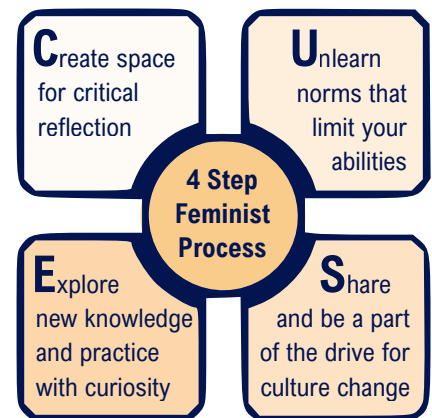
- ⚡ Grounded in scientific negotiation research
- ⚡ Reframed through an equity lens
- ⚡ Led by expert practitioners

POWER SUITE Engagement

- ⚡ Training tailored to context and culture
- ⚡ Safe and motivating learning environment
- ⚡ Facilitators committed to intersectional feminist leadership



Feminist Methodology



POWER SUITE trains negotiators to be:

Impactful Collaborators with value-driven negotiation tools to build strong enduring partnerships, promote culture change and drive operational performance.

Engaged Leaders who model courageous, accountable and negotiated collaboration, strengthening leadership capacity and unifying stakeholders to achieve strategic goals.

Strategic Advocates, confident in their abilities to navigate complex high-stakes negotiations involving bias, emotion and power imbalances.

Agents of Change, bringing curiosity, values and purpose, to exchange constructively, manage conflict, enhance decision-making and drive challenging change processes.

Community Builders, who value empathy and trust, build resilience through mutual support, create diverse collaboration spaces, deepen engagement and amplify impact.

Ready to power up? Get in touch to find out how.

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Training Features

Empowering Research-Proven Know-How: We equip participants with expert knowledge, co-created language, mindset and strategies so they can lead transformational negotiations.

Reframing Negotiation: We challenge dominant narratives around what makes a "strong negotiator" and introduce new models centring relationship-building, mutual gain and value-driven strategy.

Feminist-Informed Approach: We unpack power relations, gender and intersecting inequalities, shaping our lived experience, our skills and our behaviour in negotiation settings, shifting the focus from individual difficulties to collective power.

Practical + Reflective Learning: We use real-world simulations to generate critical reflection, connecting negotiation skills to participants' values and leadership styles.

Community and Continuous Learning: We build confidence, resilience and capacity to drive impactful change by exercising relational intelligence, strategic advocacy and encouraging community engagement.

Format and Structure

⚡ **Delivery:** 2 days training

⚡ **Theory inputs and case studies:** Explore and critically discuss the most important theories and empirical findings. Using concrete examples, identify effective applicable negotiation strategies.

⚡ **Negotiation simulations:** Practice your new negotiation skills in multiple 1:1 simulation rounds with peers, guided by our experts.

⚡ **Individualized feedback:** A personal questionnaire on negotiating style is offered prior to the course with feedback provided 1:1 during the course.

Skills Developed

Negotiation Preparation

Tactics Toolkit

Collaborative Leadership

Problem-solving

Inclusive and Strategic Communication

Stakeholder Engagement

Advocacy

Confidence and Resilience Building

Authentic Self-Expression

Integrity

Boundary Setting

Relationship and Trust Building

Expectations and Conflict Management

Adaptability



Training Facilitators

Peter Stöckli

A business psychologist with expertise in management diagnostics and negotiation training, Peter leads assessment centres for the public security and justice sectors with a focus on candidates' negotiation skills. He also lectures on research methods and negotiations at ETH Zurich and the Swiss Distance University of Applied Sciences. In his research, he focuses on perception processes in negotiation situations.



Virginie Bellaton

Founder of PIAF Consulting and creator of the POWER SUITE initiative, Virginie has 15+ years of international management experience. She brings expertise in strategic consulting, capacity building, feminist leadership and community organising. Grounded in gender studies, her framework is designed to encourage a critical and intersectional analysis of power structures and help create healthier and more fulfilling collaboration models.



PIAF Consulting Ltd.

Founded in 2019, PIAF Consulting Ltd. specialises in management training and consultancy services to drive culture change. The company develops individual and organisational capacity and competencies for equitable and inclusive collaboration. PIAF's interventions are designed to nurture purposeful leadership, building trust, team engagement and community resilience.

Through the POWER SUITE framework, PIAF centres feminist methodologies. The initiative brings together international scientific and field expertise to deliver transformative strategies and practices for organisational success. Engaged and impact-driven, PIAF is committed to fostering sustainable policies and progressive norms. The company seeks to rebalance power dynamics, create space for diversity, draw on collective strength and support a caring mode of cooperation.

Get in touch to build the future of collaboration together.

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