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TANDEM  
INSOURCING

ORGANIZATIONS SUCH AS APPLUS TECHNOLOGIES, INC., ASHLAND GLOBAL HOLDINGS, INC., AND VIBRACOUSTIC, TRUST OUR EXPERTISE IN **PROFESSIONAL AND MANAGERIAL DEVELOPMENT TRAINING**. WE STAND OUT FOR USING INTERACTIVE LEARNING TECHNIQUES, WHICH ELEVATE PARTICIPANT INVOLVEMENT AND MEMORY RETENTION. BY MERGING PRACTICAL WISDOM WITH CUTTING-EDGE TOOLS, WE CULTIVATE TEAM UNITY, ESSENTIAL FOR EFFECTIVE NEGOTIATION. OUR METHODOLOGY HARMONIZES ORGANIZATIONAL AND HUMAN SCIENCES INSIGHTS, GUARANTEEING TANGIBLE AND ENDURING OUTCOMES ACROSS THE ORGANIZATIONAL FRAMEWORK.



### ANDRES AGUDELO-RESTREPO

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### WHO WE ARE:

- **TANDEM INSOURCING LLC** delivers top-tier professional training honed over **twenty years of global experience**. Our method of instruction merges the finest negotiation practices with a compassionate outlook, drawing from psychology, communication, and anthropology. We offer invaluable insights into various organizational hurdles across various industries, enriching your understanding and skillset.
- We employ an exclusive systematic approach that intertwines three crucial components, focusing on our collaborative negotiation: THE TABLE for tactics, THE OFFER for creativity, and THE CONTEXT for strategic planning. By harnessing contextual elements, we aim to devise strategies that maximize asserted value, enhance value creation, and amplify bargaining power.
- Our adept team of global consultants and trainers amalgamates a wealth of experience, intercultural finesse, and linguistic prowess. In addition to our extensive 16-hour workshops and personalized coaching sessions, we provide invaluable insights and tangible wisdom that instill a global outlook, fostering comprehensive development and advancement.
- Our 24/7 availability guarantees seamless support, while our emphasis on enhancing collaborative abilities reduces the squandering of precious resources, time, and finances. By avoiding dependence solely on individual staff members, we optimize cost-effectiveness by upholding the organization's best practices.
- Our training programs are meticulously crafted to cater to diverse learning preferences and schedules. We provide adaptability via face-to-face workshops, virtual gatherings, and autonomous online modules. Whether you thrive on immersive experiences, prefer remote engagement, or enjoy self-directed learning, we ensure your needs are met.
- We are committed to extending beyond the training sessions, offering ongoing support and resources to reinforce learning and facilitate implementation.

### WHAT WE DO:

#### WE SPECIALIZE IN:

##### ▪ TRAININGS:

- ✓ Collaborative Negotiations: Initial, Intermediate, And Advanced Workshops.
- ✓ Specialized Negotiations: Internal, Business to Business, Procurement, Labor, Communities, Multicultural, Multilateral, International.
- ✓ Team Building
- ✓ Conscious Leadership
- ✓ Leadership Through Music
- ✓ Authentic Communication
- ✓ Negotiation With Emotional Intelligence
- ✓ Personality Assessment with The Enneagram
- ✓ Emotional Conflict Resolution

##### ▪ CONSULTING:

- ✓ Negotiation: Preparation and Advising
- ✓ International Negotiations
- ✓ Large Group and Multilateral Negotiations
- ✓ Negotiations With Communities
- ✓ Labor Negotiations
- ✓ Procurement Negotiations
- ✓ Government Negotiations
- ✓ Conflict Resolution and Mediation
- ✓ Individual Coaching and Emotional Intelligence
- ✓ Team Coaching
- ✓ Mentoring

### CLIENTS:

