

Verkaufstraining

The Dale Carnegie Win Win Negotiations

Präsenzseminar

">The Current negotiation Situation >The negotiations triangle > Communications and listening skills for negotiations >Conflict resolution >Negotiating Tactics >Planning for successful negotiations

Trainingsinhalte:

">What skills are needed to successfully negotiate with vendors, unions, employees and customers.? > How do I measure up when it comes to negotiating with others? >Why am I sometimes uncomfortable negotiating important contracts and work with others?

Nutzen des Trainings:

Surveys have shown that upto 80% of everything communicated by human beings is misunderstood to some extent. And people who successfully negotiate have learned skills in relationship-building and effective communication

Ziele, die Sie mit dem Training erreichen werden:

By understanding the importance of uncovering critical needs during the negotiation process and capitalising on meeting those needs, you will be able to convert difficult stakeholders to a beneficial situation and bring in a win for your organisation.