

Πωλήσεις

# Negotiations: Collaborate to Win Complimentary Workshop

In-Person

Negotiation is a part of the average workday, regardless of the position you hold. For salespeople, effective negotiation is core to both short- and long-term success. Expert negotiators are both adaptive and influential, ensuring outcomes benefit both sides and paving the way for enduring relationships.

## Τι θα μάθετε

Adapt the characteristics and skills of an effective negotiator. Expand negotiation points to include topics other than price. Respond to a counterpoint logically rather than emotionally. Apply a process for negotiations.

## Γιατί θέλετε να το μάθετε

You will learn to reframe conversations and objections, resulting in a collaborative dialogue that earns trust and enables you to close the sale.

## Πως θα σας βοηθήσει

At this workshop, you develop the skills necessary to negotiate a win-win outcome. A variety of negotiation points, besides price, are explored that strengthen your proposal.