Sales

Negotiations Mastery: Analysis, Presentation, Bargaining and Agreement

In-Person

This workshop will enhance your ability to negotiate by teaching you effective analysis, presentation, bargaining and agreement steps that can create a win-win agreement.

What You’ll Learn

1. Analyze negotiation actions and agendas from the other party
2. Create side-by-side problem solving rather than confrontation
3. Present alternative solutions to build win-win outcomes
4. Determine negotiation actions, agendas, and alternatives
5. Implement strategies for effective negotiation planning and preparation

Why you want to learn it

In order to be successful in business and in life you must have the ability to negotiate. This workshop is a step toward more effective and intentional negotiations. You will understand the psychology of the negotiation and how to negotiate in a manner that creates win-win results.

How it will help you

This workshop will help you identify your negotiation strengths and weaknesses and create an action plan to address them. By actively addressing these areas, you will be more effective in future negotiations.