

Sales Training

# Advanced Negotiations

In-Person

In advanced negotiations you will have the opportunity to practice negotiation techniques in real world scenarios, with on-the-spot coaching, handle pricing objections before they come up, and create side-by-side problem solving rather than confrontation.

## What you'll learn

1) Practice negotiation techniques in real world scenarios, with on-the-spot coaching 2) Learn advanced negotiation skills to close the deal while building the relationship 3) Handle pricing objections before they come up 4) Create side-by-side problem solving rather than confrontation 5) Reach win-win outcomes to help earn future business

## Why you want to learn it

Whether you like or dislike negotiations, it's a natural and integral part of doing business today. Negotiating becomes easier when you have effective techniques and have a full understanding of the negotiating process.

## How it will help you

This 1-day workshop will help business professionals to focus their energy and get better results from their deal making efforts in formal as well as informal negotiations.