

Ventas

The Dale Carnegie Win Win Negotiations

Presencial

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

Lo que aprenderás

">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?

Por qué lo deseas aprender

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

Cómo te ayudará

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.