

Habilidades Comerciales

Negotiations: Collaborate to Win Complimentary Workshop

Presencial

Learn a process for negotiating

Lo que aprenderás

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.

Por qué lo deseas aprender

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

Cómo te ayudará

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.