

Habilidades Comerciales

The Smart Path to Negotiation

Presencial

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Lo que aprenderás

After this seminar, you will be able to: • Understand the difference between integrative negotiating and distributive negotiating • Assess and analyze your current negotiating styles • Identify 8 traits of an effective negotiator • Deal with emotions during a negotiation • Increase your credibility and trustworthiness • Apply Dale Carnegie's 12 ways to influence people • Recognize 4 basic stages of negotiations

Por qué lo deseas aprender

We'll show you how to analyze your own position and recognize what the other side really wants. Learn ways to recognize and overcome ploys and tactics that impede the negotiation, and gain skills that will help you to keep negotiations on track.

Cómo te ayudará

Integrative bargaining is a negotiating strategy that is essential to influencing people and facilitating constructive, positive business relationships.