

Értékesítés

# Integrative Business Negotiations

Tantermi

The Path to Smart Bargaining

## Mit fog elsajátítani

Learn How 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

## Miért érdemes megtanulni

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.

## Miben fog ez Önnek segíteni

Managers, supervisors and any business professionals who can benefit from focusing their energy on getting better results from their deal making efforts in formal as well as informal negotiations.