

Penjualan

# Negotiations: Collaborate to Win Complimentary Workshop

Tatap Muka

Learn a process for negotiating

## **Apa yang akan akan pelajari**

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.

## **Mengapa Anda ingin mempelajarinya**

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

## **Bagaimana ini akan membantu Anda**

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.