အရဓင်း

Negotiations Breakfast Workshop: How to Create Value in Every Deal You Work On

လူတွေ့သင်တန်း

Negotiation Your Way to Success!

သင်လေ့လာသင်ယူရမည့် အရာများ

In this workshop you will practice methods to uncover and appeal to the different interests that are revealed during the negotiation process. Discover where negotiations break down and how listening and asking questions to uncover the needs of others brings you back to center. You'll create open-ended power questions and you will apply strategies to move to agreement

သင်ဘာကြောင့် ဤသည်ကိုသင်ယူချင်ရသည်

1. Analyze negotiation actions and agendas from the other party's point of view. 2. Create side-by-side problem solving, reducing confrontation. 3. Present alternative solutions to build win-win outcomes 4. Determine negotiation actions, agendas and alternatives 5. Implement strategies for effective negotiation planning and preparation.

သင့်ကို မည်သို့ ကူညီပေးမည်

This workshop will help you identify your negotiation strengths and weaknesses. You will create an action plan to bolster these areas. By doing so, you'll increase the likelihood of current commitments and of future interactions to strengthen partnerships along the way.