

Ledelse

Mastering Negotiations: An Integrative Process to Achieve Goals

Åpne programmer

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

Hva du vil lære

1. Understand the difference between integrative negotiating and distributive negotiating 2. Assess and analyze your current negotiating styles 3. Identify 8 traits of an effective negotiator 4. Deal with emotions during a negotiation 5. Increase your credibility and trustworthiness 6. Apply Dale Carnegie's 12 ways to influence people 7. Recognize 4 basic stages of negotiations

Hvorfor du bør lære det

Your business day is a series of negotiations, and your ability to use integrative negotiating skills can make all the difference in your negotiating success. This workshop is a step toward more effective and intentional negotiations.

Hvordan det vil hjelpe deg

This 2-day workshop will help managers, supervisors and any business professional to focus their energy and get better results from their deal making efforts in formal as well as informal negotiations.