

Sprzedaż

The Dale Carnegie Win Win Negotiations

Szkolenie In-Person

">The Current negotiation Situation >The negotiations triangle > Communications and listening skills for negotiations >Conflict resolution >Negotiating Tactics >Planning for successful negotiations

Czego się nauczysz?

">What skills are needed to successfully negotiate with vendors, unions, employees and customers.? > How do I measure up when it comes to negotiating with others? >Why am I sometimes uncomfortable negotiating important contracts and work with others?

Dlaczego chcesz się tego nauczyć?

Surveys have shown that upto 80% of everything communicated by human beings is misunderstood to some extent. And people who successfully negotiate have learned skills in relationship-building and effective communication

Jak ci to pomoże?

By understanding the importance of uncovering critical needs during the negotiation process and capitalising on meeting those needs, you will be able to convert difficult stakeholders to a beneficial situation and bring in a win for your organisation.