

Liderança

Mastering Negotiations: An Integrative Process to Achieve Goals

Presencial

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

O que aprenderá

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

Por que precisa disso

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.

Resultados que vai atingir

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.