

Vânzări

Negotiations: Collaborate to Win Complimentary Workshop

În persoană

Learn a process for negotiating

Ce vei învăța

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.

De ce îți dorești să înveți

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

Cum te va ajuta

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.