

Bán hàng

Negotiations: Collaborate to Win Complimentary Workshop

Trực tiếp

Learn a process for negotiating

Bạn sẽ học được những gì

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.

Tại sao bạn muốn học chương trình này

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

Chương trình này giúp gì cho bạn

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.