



Negotiations: Collaborate to Win Complimentary Workshop



Negotiation is a part of the average workday, regardless of the position you hold. For salespeople, effective negotiation is core to both short- and long-term success. Expert negotiators are both adaptive and influential, ensuring outcomes benefit both sides and paving the way for enduring relationships.



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.



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



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.