

professional negotiation

description	A one-day workshop of advanced negotiation techniques. It includes motivational work to improve drive and attitudes.
who should attend	<ul style="list-style-type: none">• All people involved in the buying process.• Staff needing to improve their negotiating ability• Those who have to negotiate terms and conditions etc
features	<p>Outline Content</p> <p>Attitude & Motivation - the vital ingredients</p> <ul style="list-style-type: none">• 30 attributes of the Star performer.• The value of positive thinking.• Self esteem.• The power of total belief.• Recognising the importance of our job.• The importance of approaching the negotiation in the right frame of mind. <p>Negotiation Skills</p> <ul style="list-style-type: none">• The importance of being prepared before we go• Three fundamentals of being a good negotiator.• The five basic rules of negotiation.• Getting the other party's buying list.• Understanding aspiration levels.• Preparing negotiation variables.• What to do during a negotiation process.• What not to do.• Negotiation tactics and how to resist them.
format	<ul style="list-style-type: none">• One day workshop.• Lecture.• Discussion.• Analysis.• Role plays.• Participation encouraged.
benefits	<ul style="list-style-type: none">• Improved confidence to negotiate.• Attitudinal improvement of all delegates.• Improved margins on purchases/sales.• Optimum results achieved each day.

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For more details of our consultancy and training support

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