

Effective Negotiation Skills

WHEN YOUR BUSINESS
TAKES A NEW TURN
ACROSS BORDERS...

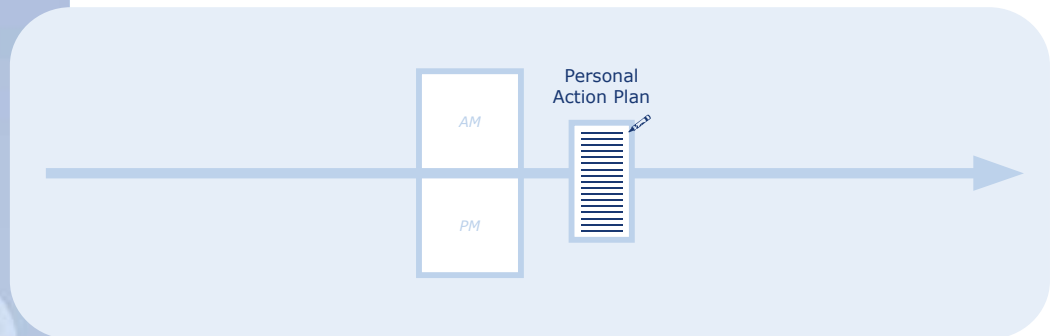
WHO WILL BENEFIT FROM THIS SEMINAR?

This seminar is an effective and popular program for executives, sales professionals and others who need to negotiate value and price with professional buyers.

WHY SHOULD YOU ATTEND?

You will learn:

- To assess your own negotiation attitude using several case studies;
- Learn and share best practices on distributive negotiations;
- Apply some genuine tips and tricks to allow the negotiation to progress more easily towards a desired outcome.



METHODOLOGY

The workshop consists of interactive and experiential activities, including role-plays, case studies and group discussions. At the end of the session you will take home your action plan, which will give you a clear idea of the process changes and steps needed to optimize your negotiation performances.

CONTENT OF THE SEMINAR

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PRODUCT RANGE

Value Selling
Effective Presentation Skills
Professional Sales Skills
Writing the Winning Proposal



DURATION

This program covers one day, starting at 9.00am and finishing at 5.00 pm.

LANGUAGE

English, Dutch, French, Spanish, German, Italian.
Other languages on request.

LIMITED NUMBER OF PARTICIPANTS: 16

I would like to be contacted for more specific information on
'Effective Negotiation Skills': Phone Email

Name:

First Name:

Company:

Title:

Address:

Postal Code:

City:

Country:

Telephone:

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