

# Leading People ← Competence of negotiation-Training.Eu



## ← Advanced Sales Negotiations Skills

<b>Language of instruction</b>	<b>Objectives</b>
English - French - German	<ul style="list-style-type: none"> <li>• <i>Revision of the essential elements involved in negotiation.</i></li> <li>• <i>Self-analysis - understanding behavioral patterns and personal profile</i></li> <li>• <i>Understand negotiation structure to deal with tough negotiators</i></li> <li>• <i>Improve preparation and planning.</i></li> <li>• <i>Be aware of and use signals.</i></li> <li>• <i>Deliver assertive proposals.</i></li> <li>• <i>Creative use of variables within negotiation.</i></li> <li>• <i>Minimize and optimize concessions.</i></li> <li>• <i>The needs and motivations that exist in negotiation.</i></li> <li>• <i>Develop a negotiation mentality.</i></li> </ul>
<b>Program Dates</b>	<b>Program</b>
To be defined with client	<ul style="list-style-type: none"> <li>• <i>Course overview and objectives</i></li> <li>• <i>Who am I negotiating with? Types of negotiators and how to work with each type</i></li> <li>• <i>My style, my skills and my energy</i></li> <li>• <i>Developing a strategy</i></li> <li>• <i>The phases of a negotiation</i></li> <li>• <i>Predictable tactics used by tough negotiators</i></li> <li>• <i>Dealing with difficult people</i></li> <li>• <i>Managing conflict</i></li> <li>• <i>About concessions</i></li> <li>• <i>Bringing it to a conclusion</i></li> <li>• <i>Action planning</i></li> </ul>
<b>Duration</b>	<b>Target Population</b>
2 Days	<p>This workshop is <b>intended for senior managers of every function</b> (7 to 10 years experience minimum), both line and support, who recognize the need to negotiate their way to achieving objectives in today's complex organizations.</p>
<b>Program fee</b>	<b>Prerequisites</b>
€10 000,00 for 12 delegates + VAT + travel and venue expenses	<p>Participants should already have a basic level of negotiation skill to get the most out of this workshop.</p>
<b>Facilitator</b>	<b>Competency Developed</b>
Negotiation Expert	<ul style="list-style-type: none"> <li>• <i>Prepare effectively for complex, challenging negotiating situations</i></li> <li>• <i>Cope more effectively with difficult people</i></li> <li>• <i>Adapt your style depending on the situation</i></li> <li>• <i>Maintain progress through the phases of the negotiation, even under pressure</i></li> <li>• <i>Develop your skills at handling conflict</i></li> <li>• <i>Recognize when and how to make concessions</i></li> <li>• <i>Work more productively as part of a negotiating team.</i></li> </ul>
<b>Location</b>	<b>Further Learning Opportunities</b>
To be defined with client	<p>Advanced presentation Skills - Executive Presentation Skills &amp; Public Speaking Skills Coaching</p>
<b>For Additional Information contact:</b>	
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