

# Negotiation Strategies Workshop

## . . . Working Together For Win-Win Solutions Part of the “Strategic Selling Skills” Curriculum

A 1 or 2-Day Workshop designed to improve the negotiation skills of business professionals who need to be persuasive and arrive at win-win solutions.

### **Why train your professionals in the Negotiation Strategies Workshop?**

Your organization depends on professionals who can make the best possible arrangements with customers, creditors, suppliers, and peers. **Negotiating skills are critical to a successful business** whether you close business, manage a budget or supervise others in the company!

Effective negotiators:

- ☞ Minimize lost time and costs while contributing to better interpersonal relationships with people both inside and outside the company.
- ☞ Know that negotiation is not an event, but a process.
- ☞ **Make all parties involved feel good about the negotiation process as well as the outcome.**

### **What skills will participants learn?**

By attending the *NSW* workshop, your professionals will learn to:

- ☞ Identify the most common tactics used in negotiating and be able to use them to reach the best conclusion
- ☞ Anticipate the three factors that affect the outcome of every negotiation and use them for improved results
- ☞ Understand the three stages that occur in each negotiation process and improve skills to progress through the process
- ☞ Understand the power of win-win conclusions and the benefits to all parties

- ☞ Recognize the importance of inflections, body language and other non-verbal behavior in the negotiation process

### **How will the participant benefit from the Negotiation Strategies Workshop?**

Each workshop participant will learn to:

- ✓ Arrive at more effective agreements and solutions to problems
- ✓ Create better relationships with clients and co-workers
- ✓ Gain more confidence in their ability to negotiate
- ✓ Reach agreements that help your organization and keep all those involved happy with the outcome

### **How will the corporation benefit from the Negotiation Strategies Workshop?**

After training, your organization will see:

- ✓ Improved sales with higher profit margins
- ✓ Better relationships with people outside the corporation
- ✓ Fewer unresolved personal disputes within the corporation
- ✓ More satisfied employees
- ✓ Win-win agreements and solutions



**With the right skills, everyone wins!**