

Negotiation Skills

Strike the right deal, reap the rewards

Learn: **Our participant will learn:**

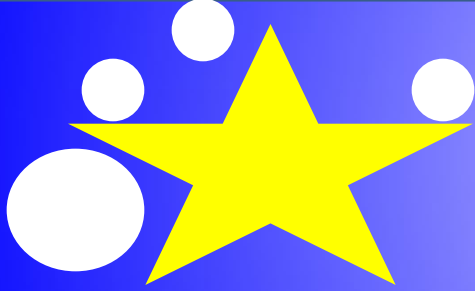
- to Know your negotiating partner
- how to uncover the motives
- Ways of creative proposals
- the 4 phases of negotiation
- different styles of negotiation

“Everything that is conceded must be traded for something else.”



Benefits

- Increased profits
- Lower costs
- Reach agreements
- Be in control



Stellar Learning

