
negotiations for Win:Win

PROGRAM OVERVIEW:

Generating leads is one thing, but learning a win:win negotiation process is another story. Your sales team will be guided with the right principles and business etiquette to gear them of the offer on the table.

KEY LEARNING OUTCOME:

Participants will be able to confidently negotiate with a customer with a mutually advantageous outcome.

WHO SHOULD ATTEND?

- Proactive Salespeople who negotiate with customers, both internal and external.

DURATION:

- 2 days

VENUE REQUIREMENTS:

- Face to Face, maximum 16 people

POST PROGRAM FOLLOW UP:

- 1 hour webinar 3 weeks after the program

PROGRAM PREREQUISITES:

- Pre-work will be given to participants to learn about their customer before coming to the training.
- Must complete Advanced Selling Skills first.

INCLUDED MODULES:

- What is Negotiating
- Selling vs Negotiating
- Preparation Checklists
- How not to negotiate in the future
- How to use extra's to help with negotiations
- Dependant Commitments
- Do the Maths - understand what is a better business decision to include or exclude
- Negotiation Strategies
- Role-Plays to practice key skills learned

