

Advanced Negotiation Skills

 Duration: 1 to 2 days  Maximum group size: 12 people

Course overview

This course is designed for experienced negotiators who now want to take their skills to the next level. We will explore in detail the powers of communication and influencing skills that are required to manage complex or challenging negotiations and multiple decision makers.

Delivery methodology

Futureproof's training workshops require all delegates to take a full and active role throughout. Our mix of trainer led discussion, facilitation, coaching and skills practice ensures that all delegates enjoy an interactive and supportive learning experience.

Who would benefit from attending?

Employees who are expected to manage complex customer negotiations that involve multiple decision makers.

Core development objectives covered

- Structure & key stages of a negotiation (overview)
- Preparing your meeting strategy & tactics
- Dealing with different buyer types
- Building rapport quickly with different decision makers
- Understanding how others make decisions
- Adapting your approach to influence & persuade
- Using powerful sales language to influence
- Meeting preparation ~ customer research & profiling
- Knowing your strength in the transaction
- Eliminating conflict & create understanding
- Managing tricks, ploys & game playing
- Different ways of breaking deadlock
- Presenting strong win:win outcomes



Want to tailor the content of this workshop and incorporate internal procedures, competency framework, organisational values & work-related challenges?

Get in touch with one of our Learning & Development Managers – 01623 409 824 • info@futureproof-training.co.uk