



Practical Negotiation Skills

**For Salespeople and managers
who wants simple yet
effective techniques**

An extremely practical and accelerated one-day event for anyone who wants to have a clear structure and the necessary skills to negotiate effectively.

Negotiation doesn't have to be bewildering or something that purchasing department will do. Managers and salespeople needs to negotiate constantly these days to obtain a win solution for both parties.

And it can be very enjoyable for all parties if approached in the right way.

The workshop teaches delegates how to regard negotiating like any other management tool and to apply a set of skills that will bring results.

Then we get the skills into the muscle.

- What is negotiation
- Achieving Win-win
- Skills of a good negotiator
- 4 Phases of negotiating
- Initial Discussion Practise
- Preliminary Proposal Practise
- Bargaining Practise
- Using Negotiation Gambits

"I didn't get a chance to catch up on Wednesday night, but can I just say many thanks, I really enjoyed myself and it seems from the feedback I had that you are doing an excellent job for us."

Delegates receive an EBook or an MP3 file before the workshop. Studying or listening to these ensures they're fully briefed on the structure and skills.

Then we practise them via a series of games and activities which bring out the skills required. Highly interactive, lots of fun and really effective.

**Register an interest today
and I'll send you a free
PDF EBook of the
pre-course reading**

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