



PRODUCTIVE AND POSITIVE NEGOTIATIONS



DESCRIPTION:

Whether it's working through complex details with a potential customer, resolving issues before they become problematic, or generating a deal that everyone is happy with, negotiation is often at the heart of the process.

This workshop provides a guide to productive negotiation by helping participants identify the key issues, understand it from the others perspective, and work to develop solutions that both parties are happy with.

PROGRAM OBJECTIVES:

After this one-day workshop, participants will leave with the following skills

- Leveraging the two key types of negotiations and when to use each
- Understanding the different Stages of Negotiation
- Developing a preparation process for all negotiations
- Recognizing when and when not to negotiate
- Balancing outcomes and relationships while negotiating
- Identifying and adjusting your behavioral style to the negotiation

SARTO'S PHILOSOPHY

is driven by our mission to provide tailored solutions that will grow your business by developing your people through effective management training, leadership development, and coaching.

STAGES OF NEGOTIATIONS:

