

TRAINING AGENDA – NEGOTIATIONS

1. Topics covered during the training

- Analysis of different negotiation styles
- The Negotiation Process – The Importance of a mutual agreement
- The Art of Argumentation and Persuasion - Strategies
- How to manage difficult negotiations

2. The Target Group

- Managers, Sales executives and staff, Entrepreneurs
- Freelancers engaged in International Negotiation
- All staff involved in the negotiations & sales process

3. The practicalities

- Distinguish and put into practice the right negotiation style
- Implement the mutual agreement process
- Manage difficult negotiations