



Workshops, Coachings und
Assessments

+ SPECIALS

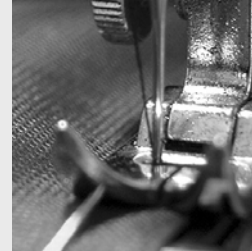
ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



Negotiation Skills

Professional Negotiation Skills

Content

Difficult negotiations that seem to drag on are mostly caused by one's own lack of initiative, or by the opponent or the competitor. A pro knows the psychology of negotiating, how to make use of one's personality and the captivating way of communicating.

Playing in the big leagues:

6 phases of influencing, the customer's language, the psychology of negotiating, rhetoric for increasing power, performance and relationship skills, developing authentic rapport strategies, query techniques, left and right brain processing of messages, making negotiation motives visible

Advantages

- Optimised conflict management and strengthening of moderating skills
- Train successful negotiation strategies
- Improved personal persuasiveness
- Achieve goals in negotiation faster
- Being "rock solid"

Methods

Workshop, role simulation with video feedback

Duration

2 days for 6-12 participants