

REVEAL YOUR NEGOTIATING SKILLS

As a business professional, we all had, at one point, to share our point of view with a colleague, convince our client, find a compromise with a business partner or try to reach an agreement. ... in other words, negotiate in order to achieve a winning result for both parties!

This training will allow you to uncover your hidden negotiating skills so you can dare to ask and get the result you are looking for!

GOAL

« Let us never negotiate out of fear. But let us never fear to negotiate » J.F Kennedy
Identify the different styles of negotiators to get what you want. During this workshop, you will discover proven methods that will allow you to negotiate with confidence.

TOPICS COVERED

1. What Is Negotiation? Misconceptions.
2. How To Prepare For A Negotiation.
3. Recognize And Manage Strategies Used Frequently In Negotiations.
4. Identify The Different Styles Of Negotiators To Get What You Want.
5. Characteristics Of A Good Negotiator.
6. Four Stages Of Conflict Resolution Using A Collaborative Approach.
7. Conclude Your Negotiation: Knowing How To Seize The Best Moment.

AUDIENCE

Any professional looking to become a skilled negotiator to successfully close sales.

DURATION

1 day

As experts in training and coaching, Propulse formation's mission is to assist you in developing and perfecting your interpersonal and strategic skills in the areas of business development and sales.

Whether you're looking for effective negotiation tools, proven productivity and time management strategies, communication techniques to detect your buyer's style, or how to run effective meetings, our courses will lead you to take action and propel you to YOUR results!

From analyzing your challenges to offering personalized learning solutions, Propulse Formation offers a complete range of courses, focusing on developing your skills, transferring knowledge and putting it all into practice.

What sets us apart:

- The exceptional value of our courses and workshops
- The incomparable quality of our training content
- The expertise and experience of our team of trainers / coaches
- The excellence of the customer experience we provide.

Our ambition is to be recognized as the leading experts in interpersonal and sales skills and serving our clients across Canada.

APPROVED BY EMPLOI-QUÉBEC - GRANTS UP TO 50%

More information at www.propulseformation.com
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