

EFFECTIVE NEGOTIATION TECHNIQUES

content

- Basics
- phases in negotiations
- values in negotiations
- developing Information
- sympathy / empathy
- prices and argumentation
- behaviours in negotiation
- strategies and competitive moves
- handling with competitors

target

The participants can react successfully in critical situations and conditions of a negotiation. With case studies and work shops several tools will be developed in a practice-oriented manner.

target group

Managing personnel and employees with the target to amplify their skills for negotiations. (Sales, Purchasing, Service, Spare parts dep., etc.)

duration

1 day / 2 days

location

according agreement