



Sales & Negotiations
Anyone who negotiates

Negotiating for Success

How to Negotiate with Everyone and Keep Relationships at the Same Time

Whether you are aware of it or not, you negotiate all of the time and you do it with very different types of people. Whether it is with the staff, bosses, contractors, partners, consultants, clients, or an outraged neighbor, your ability to influence others, reduce conflict, solve problems, and help parties with conflicting interests move forward is essential for your success and the success of your organization.

RELATED WORKSHOPS

Communicating Through Difficult Conversations

Working with Difficult People

Winning Negotiations in a Competitive Market

No Is Not a Negative Word - Assertiveness Skills

WHAT'S THE WORKSHOP ABOUT?

Negotiating for Success workshop teaches and reinforces key negotiation skills concepts. The Art of Selling Value and Closing Deals is a highly interactive workshop. Participants learn time-tested negotiation techniques and principles that help them prepare for a negotiation, understand how to communicate effectively, and confidently ask for what they really want. Alan uses practical examples, scenario plays, and case studies to get participants to apply negotiation strategies to get what they really want. Don't discount yourself ever again.

WHAT WILL BE MY RESULTS?

- Get more of what you want in the workplace
- Reduce stress by negotiating effectively with peers, superiors, and subordinates
- Turn difficult conversations into occasions for productive problem solving
- Make better deals and increase bottom line
- Build trust and long-term relationships by creating win-win solutions whenever possible

WHAT WILL I LEARN?

At the end of this workshop, participants will be able to:

- Develop insights into their negotiation strengths and weaknesses
- Learn "Seven Principles of Negotiation Success" and increase techniques for asking difficult questions
- Develop ways to use persuasion productively
- Learn methods to gain credibility and build trust
- Create strategies for closure

IS THIS WORKSHOP CUSTOMIZABLE?

Customizable, 2 to 14 hours

Ovson Communications customizes all workshops to address the specific needs, time constraints, difficult issues, communication challenges, and personnel attending of the organization. Before any workshop, Ovson Communications assesses the current environment, key personnel, and pertinent issues. From this assessment, Ovson Communications tailors a workshop specifically suited to the organization.