

Influence and negotiation

In this 'Influence and negotiation' training, you will learn to use different negotiation and influencing styles to obtain a maximal win-win situation. You will apply the negotiation and influence tactics directly to situations in your own organization. You will learn to defend the commercial interests of your organization, keeping in mind your client's interests.



You wish to learn more about this training? +31 (0)541 - 663 029 or info@jahetwerkt.nl

Programme

- 'Ins en outs' of negotiation methodologies and styles;
- Manage negotiations;
- Influential aspects and rules of behaviour;
- Learn how to put the other at ease and to build a relationship of trust;
- Verbal en non-verbal influential styles and –technics;
- Influential strategies;
- Receive tools to recognize during a conversation what you need. What do I want, what do I get;
- Manage the conversation and recognize the many forms of distraction;
- Deal efficiently and easily with price discussions and discounts;
- Recognize and counter existing purchaser tricks;

Outcome

You will:

- Better understand all the phases of a negotiation;
- Map your negotiation style and learn to master more styles;
- Enhance your knowledge of human nature through the most important non-verbal signals in negotiations;
- Learn from A to Z how to draw up a and prepare a discussion structure;

- Learn to deal with purchaser tricks, fake objections, and false arguments;
- Learn to master discussion techniques to efficiently ask questions at the right moment;;
- Better understand how to determine the real need;
- Recognize and counter inevitable objections;
- Understand the human and psychological backgrounds in negotiations;

Specifications

Number of participants

6 to 12 persons.

Blended training forms

- 1-day or 2-days, depending on preliminary knowledge;
- As a programme of several (4-6) day parts.