

"I want to let you know, that I have retained the particular job from the competitor as I negotiated on 'our benefits and value' over the price. I cannot thank you enough for showing me such a powerful tool in my toolbox. I'm so much more excited about doing what I do because of the confidence you have instilled in me."

## Negotiations – Gain an Edge

2018 DATES:

9-10 April | 9-10 July

This two day workshop is aimed at anyone for whom negotiation is part of their role.

### This workshop will:

- Lead participants through an analysis of the buying cycle, enabling them to understand the customer's decision process, knowing when to sell and when to negotiate
- Enable participants to understand the place of negotiation in complex sales
- Learn the 10 key principles to negotiation success
- Identify and know the value of all of your company variables
- Know how to uncover your customer's decision criteria and their ranking
- Demonstrate a stepwise model to negotiation
- Understand how to add value to key accounts for a win/win relationship, rather than automatically discount
- Understand the effects of bargaining, power and persuasion in negotiations
- Coach the participants through the key skills and principals required in a negotiation

**Follow-Up** is proven to be a critical success factor of initial workshop investment. We will follow-up with each individual at a '**Fitness Check**.' This personalised 1on1 training session will be four weeks post-workshop and ensure the skills learned are being demonstrated in the workplace.

**Workshop and Fitness Check: \$2,000.00 +GST per person**

**Workshop only: \$1,700.00 +GST per person**

**ProFormance Workshops:** ProFormance workshops are limited to a maximum of eight participants so that they receive one-on-one coaching and active involvement in an optimal learning environment with colleagues from similar industry backgrounds.

**Intensive Coaching:** The facilitator will research your staff's individual training needs, their accountabilities and the environment in which they negotiate. This will enable more intensive coaching.

**Central Location:** The workshops will be held in a central Auckland location and includes all materials and refreshments.