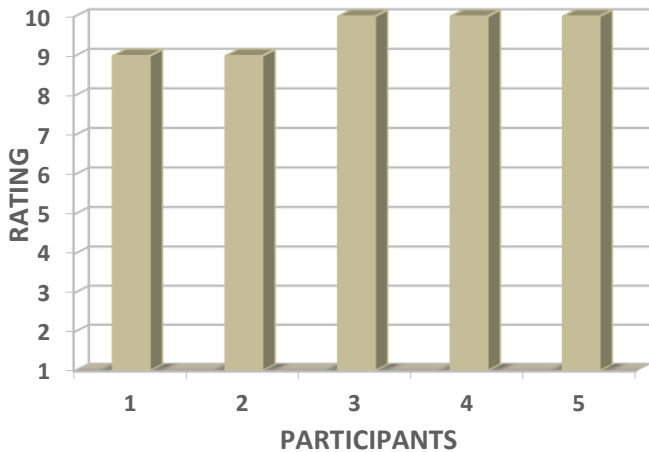


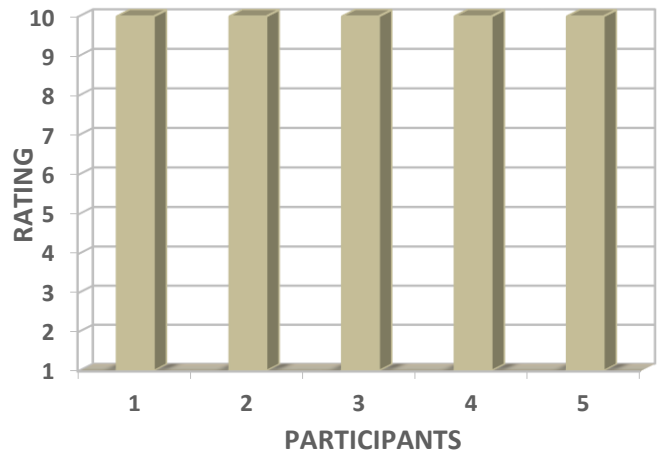
# PrintNZ Negotiation Skills Workshop

## 9 March 2017 – Participant's Feedback

### Overall Assessment of the WORKSHOP



### Overall Assessment of the TRAINER



#### ***What was your overall assessment of the workshop?***

Average: 9.6

Range: 9-10

- Enjoyed the classes

#### ***What was your overall assessment of the trainer?***

Average: 10

Range: 10

- Very clear, easy to listen to and understand

#### ***What parts of the workshop were of most value to you?***

- Finding out the customer shopping list before negotiation
- 12 Principles of negotiation
- The negotiating meeting discussion
- All

#### ***What feedback do you have about the whole NZQA Sales Programme?***

- Very Good. The assessments need a little more organisation
- Assessments are not digital to fill out
- Very good, forms/assessments need to be digital
- Enjoying it! A good challenge
- Classes are great, not sure about assessments

#### ***What other areas of training and development would be of value for:***

a) You?

- Selling myself

b) Your Company?

- How to sell service not just products