

NEGOTIATION FOR SALES PROFESSIONALS

DOUG DVORAK



Program Benefits

- ✔ A better understanding of appropriate negotiation skills as they relate to your goals
- ✔ Improved ability to communicate
- ✔ Increased awareness of the power of negotiation
- ✔ Increased awareness of one's negotiation style and its impact on others
- ✔ Improved ability to handle interpersonal and group negotiation situations
- ✔ Emphasis on gaining an understanding of feelings, gestures, attitudes, and emotions to better your negotiation skills
- ✔ More effective conscious negotiation practices within groups
- ✔ Create your own negotiation vision, values, and expertise
- ✔ Be more intentional and strategic in negotiation, as opposed to relying on intuition alone
- ✔ Recognize ways to negotiate effectively under a variety of circumstances

Everything can change before your client signs the contract. Even if you've planned everything well, you will often need to negotiate in order to close the deal. Doug knows your fears and dedicates himself to helping you learn the essential skills to become an expert negotiator.

In this program, you will learn how to communicate more effectively through an improved ability to persuade. This program is designed to help build core negotiation skills so that you can reach your goals faster.



Duration

- 45-60 Minute Keynote
- 2-4 Hour Breakout Session
- 6-8 Hour Full Day Training

This program can be customized for any event including:

- ✔ Breakfast / Lunch / Dinner
- ✔ Recognition Ceremonies
- ✔ Sales Meetings
- ✔ Management Conferences
- ✔ Corporate Retreats
- ✔ Special Events

