

360° NEGOTIATION

EVERYTHING IS NEGOTIABLE!



ONE DAY TRAINING

TARGET AUDIENCE

Procurement Professionals and those:

- who are involved in commercial interactions and negotiations,
- who want to get insights in negotiation strategies and tactics,
- with more than just a simple desire to bargain, but with the will to get the most out of every interaction,
- who are looking to get insight in commercial interactions and apply that insight to their own advantage in a structured, intelligent way.

PROGRAM

A highly interactive program in which the participants get real life examples, but will also roll up their sleeves to put theory into practice. An eye-opening experience built around a number of key corner stones:

- Negotiation, not just to interact, but the full process
- Understanding, influencing and changing power equations
- Adapting to different negotiation styles
- Have your BATNA ready when running into roadblocks
- Negotiation tactics
- Closing the deal

WHAT YOU WILL TAKE WITH YOU

The ability to unforgettable look of regret and envy in the eyes of those facing you, once you have taken 360° Negotiation!

We will build a solid framework, which will put you in the driving seat of every negotiation

With the necessary practice you will become one hell of a

LOCATION & DATE (ONE DAY)

Check out our next available training dates on:

www.valuerepublic.com

QUESTIONS YOU COULD ASK YOURSELF!

- *You have at least 10 negotiations a day, do you manage them in a conscious way?*
- *What is negotiable?*
- *When do you end a negotiation?*
- *What is a satisfactory outcome of a negotiation?*
- *Who "wins" a negotiation?*
- *Who do you negotiate with?*
- *If you would dare to ask what you really want ... would you be able to get it?*



REGISTER NOW!



e-mail the response form to info@valuerepublic.com



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€ Module rate: 550€ pp