

Basic Negotiations in Sales

Workshop Purpose:

This workshop is designed to enable participants to understand the concepts of sales negotiations and develop the basic skills of negotiation



Workshop Outcomes:

On completion of this workshop participants will be able to:

- Understand why it is important to negotiate when you are in business
- Understand the sales negotiation process – key steps to reach agreement

Who should attend:

Any person involved in basic negotiations with customers.

Duration:

1-day workshop:

For a minimum of 8 to a *maximum of 14* participants.

For further information on any of our products or services please visit us on www.upc.co.za or send us an e-mail at info@upc.co.za