

ELAVATE NEGOTIATION SKILLS

2 DAY

**Selling vs
Negotiating**

**Sales Negotiations
Defined**

**Introduce the Sales
Negotiation Planner**

**Preparing to
Negotiate: Timing**

**Preparing to
Negotiate: Analyze
the Situation**

**Preparing to
Negotiate: Your
Negotiation Strategy**

**Developing Your Negotiation
Strategy - Generate Alternatives**

**Developing Your Negotiation
Strategy - Micro and Macro**

**Negotiating - Position
the Negotiation**

**Negotiating - Resolve
Differences**

**Negotiating -
Persisting Through
an Impasse**

**Redirect Counter-productive
behavior**

Secure Final Agreement

Presenting Your Negotiation Planner

**ENS - Team Competition
Challenge Game**