

Persuasion & Negotiation Skills



Date & Venue:
11 April-2017 Movenpick Hotel Karachi
18 April-2017 Royal Palm Lahore

Timings: 9:00 am to 5:30 pm
Workshop Investment:
PKR: 18,500/-

“ If you would persuade, you must appeal to interest rather than intellect. ”
Benjamin Franklin

Course Overview:

This fascinating workshop peels away the mystery surrounding the psychology of influence and the art of negotiation to reveal how the world's most persuasive advertisers, sales people, spin doctors and negotiators work their magic.

Learn to leverage some of the most intriguing principles governing human behavior to win people over to your point of view and apply powerful negotiation techniques to secure the best possible deal every time.

Course Outline

Persuasion Skills

- Maximize the impact of face-to-face communication
- Build instant rapport with anyone you meet
- Use strategic questioning and listening skills
- Use top attention grabbing Power Words
- Leverage six powerful persuasion principles

Negotiation Skills

- Planning and preparing for a negotiation
- Making opening and subsequent proposals
- Trading concessions
- Handling objections
- Negotiation tactics and counter-tactics

Special Bonus Feature!

At the end of the workshop, participants will be treated to highly entertaining and mindboggling interactive illusions of subliminal influence from Saadi's mystery entertainment show - **Mysteries Within**.

Methodology

Interactive presentation, experience sharing, real-world examples, exercises and role play.

For registration(s) send us your Participants Name, Designation email, address & cell numbers
Also please provide us organization's NTN #

register@quickbizgroup.com



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Quickbiz Cancellation Policy:

Substitutions are welcome. cancellation must be confirmed by email. For Cancellation made in the 05 working days to the workshop, no refunds will be given.