

Added Value Negotiating: Building Balanced Deals

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As a training topic, negotiation skills often create anxiety for the participants. If they have experienced a typical “I Win-You Lose” negotiation seminar, then those feelings are usually based on not wanting to have to do battle with a fellow participant just to learn or improve negotiation skills.

The five-step Added Value Negotiating (AVN) method presented in this webinar is about the mutual search for value, not on using tricks or tactics to try and overpower the other side.

Many people who have experienced win-lose negotiation seminars find the AVN method to be unique, empowering, and able to create better deals in less time.

The AVN steps are easy to remember and use: Clarify (mutual interests); Identity (options using value factors); Create (at least two “deal packages”); Discuss (the deal packages); and Perfect (the final deal).

WHY SHOULD YOU ATTEND

- Our New Added Value Vocabulary
- Psychological Blocks to Negotiating Success
- The Usual Win-Lose Negotiating Method
- The New Added Value Negotiating Method
- The Power Of Transparency
- 12 Possible Value Factors
- Doing Your Homework
- Knowing the Settlement Range
- Understanding Personality Styles
- AVN Steps 1 through 5
- Good and Bad Post-Negotiation Feelings
- Avoiding Tricks & Tactics ,Good Deals Take Time and Preparation

INSTRUCTOR PROFILE

CHRIS DEVANY

Chris DeVany is the founder and president of Pinnacle Performance Improvement Worldwide, a firm which focuses on management and organization development. Pinnacle's clients include global organizations such as Visa International, Cadence Design Systems, Coca-Cola, Sprint, Microsoft, Aviva Insurance, Schlumberger and over 500 other organizations in 22 countries. He also has consulted to government agencies from the United States, the Royal Government of Saudi Arabia, Canada, Cayman Islands and the United Kingdom. He has published numerous articles in the fields of surviving mergers and acquisitions, surviving change, project management, management, sales, team-building, leadership, ethics, customer service, diversity and work-life balance, in publications ranging from ASTD/Performance In Practice to Customer Service Management. His book, "90 Days to a High-Performance Team", published by McGraw Hill and often accompanied by in-person, facilitated instruction, has helped and continues to help thousands of executives, managers, and team leaders improve performance.



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