

Negotiating For Best Deals

Let's never negotiate out of fear. But let's never fear from negotiation. ... John F Kennedy

"Your price is very high".

"I am in discussion with your competitor, they offer much better quality and on cheaper price, give me some time before I take decision."

Does above situation look familiar? Remember loosing order to competition because you could not convince your customer on pricing and quality?

I am sure your answer is "YES".

This programme is designed to help you change prospect buyer's "NO to YES"



Programme Benefits:



- Learn to negotiate for best price and get the best deals.
- Improve profits while dealing with customers, suppliers and contractors
- Learn to influence when you don't have power and negotiate for a win-win deal.
- Learn the negotiation tactics to handle all situations
- Improve relationship with friends, colleagues, and even family members

Methodology:

The programme is highly interactive with experiential and reflective learning. It involves:

- Case studies,
- Training games and activities,
- Role plays
- Business Simulations.



Dates

5th of July 2014

Starting at sharp

8:00am to 2:30pm

Venue:

India Corporate Centre, Mathura Road,
Delhi-44



For Registration Contact:

Mr. Rakesh Sharma

Email;

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Course fee

Rs. 4500/- Inclusive of Service Tax

(Fee includes lunch and tea with Snacks.)

For RTGS: A/C 88901010001530, Prime Performance Solutions, IFSC Code: SYNB0008890,
Syndicate Bank, Shastri Nagar, Ghaziabad, UP 201001,



Faculty Mr. Rakesh Sharma:

Rakesh Sharma is the **founder** and **Chief Solutions Officer** of **Prime Performance Solutions**. He has got more than 27 Years of Corporate Experience, worked at senior positions in leading organizations namely **Bharti Airtel**, **Tata Indicom Ltd.**, **Xerox Corporation**, and **Videocon Telecom**.

Rakesh is an author, motivational speaker, and management trainer. He has an extensive experience in the field of **Human Resources**, **Competency Building**, **Business Excellence** and **Process Standardization**.

An **Engineer** by profession, Rakesh has done his masters in HR and obtained PGDM in Marketing Mgmt from **IMT Ghaziabad**. Rakesh has done Certification Course from **IIM Ahmadabad** in "**Benchmark HRD practices**".



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