

Webinar on

Added Value Negotiating: Building Balanced Deals

This webinar is a training topic, negotiation skills often create anxiety for the participants.

PRESENTED BY:

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.

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

Webinar Description

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).



Who Should Attend ?

Any Director

Manager

*Supervisors, or employees who must negotiate,
internally or externally, as part of their jobs*



Why Should 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



To register please visit:

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