



NEGOTIATION SKILLS

BECOME THE EXPERTS

ACTUALIZEHK.COM

An Actualize program



WHAT IS IT?



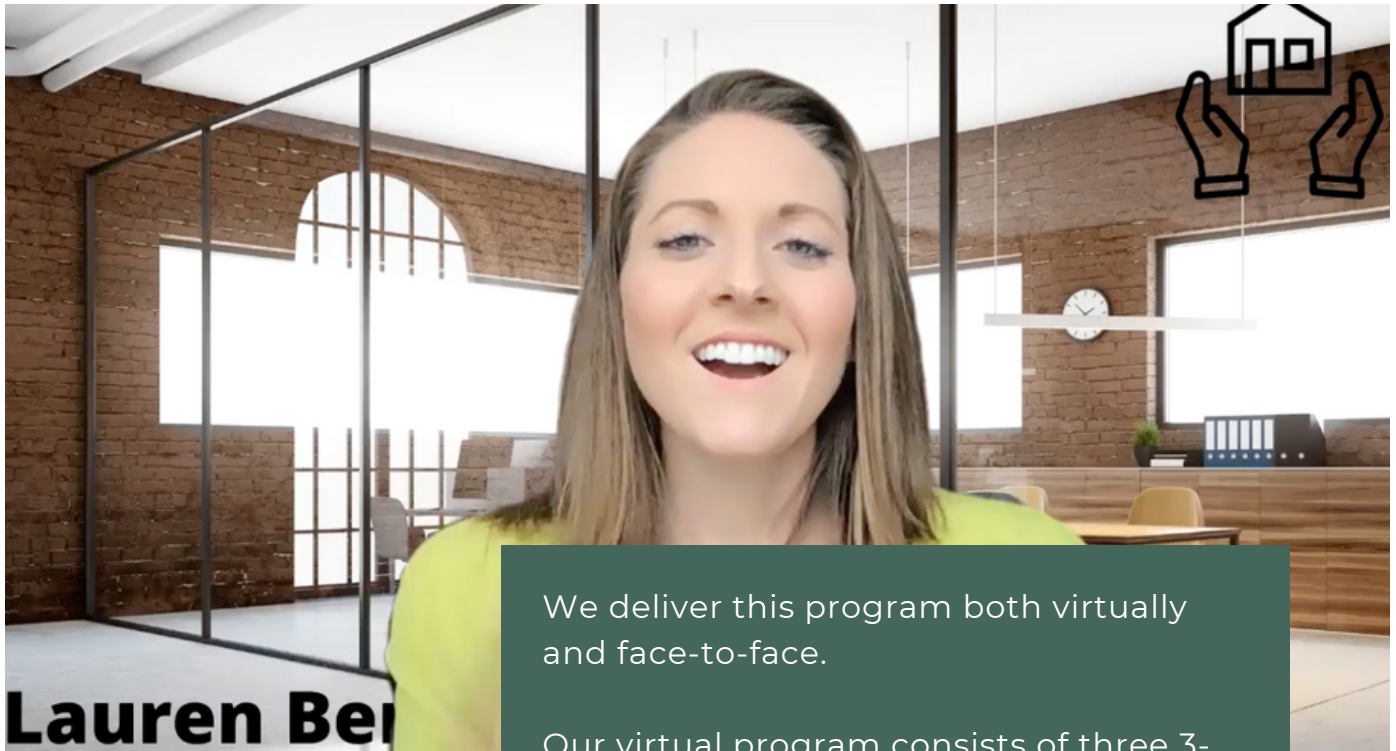
Most people are poor negotiators, but it's a skill that can be learned in just nine hours.

Our Negotiation Skills program shows participants how to effectively prepare for a negotiation, how to negotiate as part of a team, and offers 30 principles that will help them reach a win/win deal.

From relationship managers to salespeople and beyond, this program benefits anyone who negotiates in their daily activities.



WHAT DOES IT LOOK LIKE?



Lauren Ber

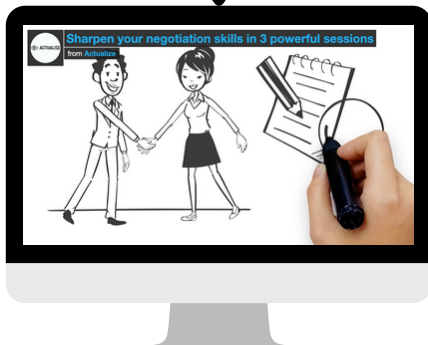
We deliver this program both virtually and face-to-face.

Our virtual program consists of three 3-hour sessions, all in the same week, in which we give participants the opportunity to practice live using business-based case studies.

Our face-to-face program is run as two full days.

We send pre-work videos to participants and use specially-created animated videos in session to embed the learning.

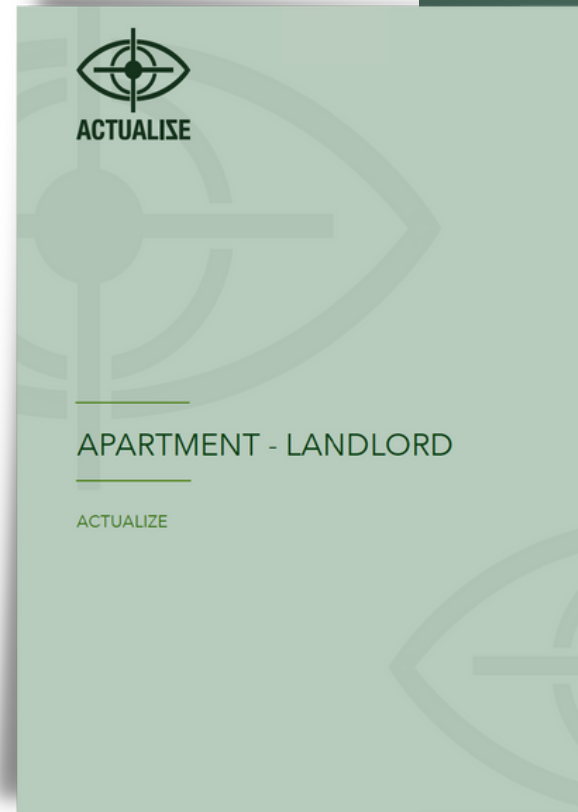
**Click the icon
to watch the video**



How is it Different?

This fast-paced program strips down the art of negotiation into three impactful sessions in which participants get to practice the tools they've learned in live scenarios.

Our unique approach utilises carefully crafted generic and realistic business-based case studies. We also offer the use of professional role players to create a positive, disruptive experience.



What are the Outcomes?

Participants will master:

- 30 negotiation principles
- Minimum/Maximum Settlement Package
- Team Dynamics
- How to fully prepare
- The art of exploration
- Successful proposing
- How to bargain effectively
- Closing a win/win deal

NEGOTIATION SKILLS



How can you get **Involved?**



OPTION 01

Virtual sessions, 3 x 3 hours.
There is a maximum of
12/minimum of 6 participants
for this option.

OPTION 02

Virtual sessions, 3 x 3 hours
with professional role players.
There is a maximum of
12/minimum of 6 participants
for this option.

OPTION 03

Face-to-face available in both
above options.



Core Team

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