

Kingshuk Bhadury Training Consultancy

Specialist in Behavioral & Soft Skills Training

accentuating performance...



Mastering Win-Win Negotiating Skills

***C-302, Simran Corner, Near Govind Garden Restaurant,
Pimple Saudagar, Aundh Annexe, Pune-411027***

Mobile: 9923017290 Email: bhadury.kingshuk@gmail.com

Website : www.kingshukbhadury.com



2 Days Workshop on Mastering Win-Win Negotiating Skills

We All Negotiate Every Day!

It maybe in buying a car, house or other objects for which the price may not be fixed, or with customers, suppliers, workplace tasks, office conditions, organizing team tasks or priorities to even allocating household tasks & deciding how to spend a free evening or vacation. So, everything is negotiable and we all are negotiators. The question is "How Well Do you Negotiate?"

This workshop examines your styles and allows you to practice successful negotiating skills in your personal and professional life through Win-Win Outcomes. In turn you substantially save your & the company's time, money, aggravation and thereby get a positive advantage of getting the best possible deals.

Through management games, behavioral style assessments, interactive discussions, role play and effective training, it will help participants to change the way they view and handle daily business negotiations. The result is a re-alignment of skills and a tremendous increase in sales productivity.

This workshop will help you in,

- ✓ **Understanding where you stand as a negotiator**
- ✓ **Understand the basics of WIN- WIN negotiation**
- ✓ **Reducing your fear of failure in negotiations**
- ✓ **Grasping techniques of Negotiation through articulate use of variables**
- ✓ **Listening to others with concern and understanding to find effective ways to negotiate and achieve goals**
- ✓ **Accepting your responsibility and role in producing positive results from negotiations**
- ✓ **Acquiring and practicing techniques and different styles of negotiation**
- ✓ **Creating an environment of Win/Win negotiations through effective problem solving**
- ✓ **Building self-confidence and credibility as an effective negotiator both personally & professionally**

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Workshop Contents:

Assessment of your negotiating skills
Negotiating Variables & Styles
Opening a Negotiation
Communication styles in Negotiation
Styles of Probing/ Asking Questions
Emotional Control
Responding to Unfair Tactics
Goal Oriented WIN WIN Outcomes

WIN- WIN Negotiation process
Preparing for a Negotiation
Listening Skills
Body Language Effects
Assertive Negotiator
Responding to resistance
Closing a Deal
Buyer- Seller Role Plays

Workshop Methodology:

The workshop has been designed such that you have a complete learning experience with thorough industry relevance. The following methodologies will ensure this...

- *Slide Presentation*
- *Management Games*
- *Discussions*
- *Group Exercises*
- *Role Plays, Simulations, Case Studies*



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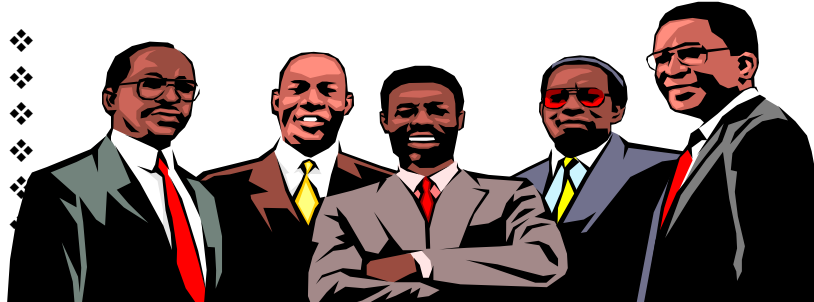
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OTHER KEY WORKSHOPS:



- ❖ **Customer Delight- “Delivering Customer Service Excellence”**
- ❖ **Art of Effective Selling**
- ❖ **Mastering Win- Win Negotiating Skills**
- ❖ **Interpersonal Communication**
- ❖ **Leadership & Team Building**
- ❖ **Presentation Skills**
- ❖ **Campus to Corporate (30 hours induction for new entrants)**
- ❖ **Conflict Management**
- ❖ **Time Management**
- ❖ **Train the Trainer**

For further details on each Workshop refer to www.kingshukbhadury.com

METHODOLOGIES:

PowerPoint Presentations, Role plays, Exercises, Video Clippings, Interactive Sessions, Group Discussions, Management Games & Exercises

Other than the programmes mentioned above, workshops are primarily customized as per requirement. For any further details on each of the workshops, feel free to get in touch.

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