



Course Outline : Negotiating for Profit

6 Interactive Courses

Duration recommendation 12 weeks.

Course 1: [Pre-Negotiation Sales Process Analysis Tool](#)

CRM Style of measuring the % opportunity of a successful negotiation.
The analysis allows negotiators to make last minute changes to their approach or the negotiating variables.

Course 2: [Negotiating Power](#)

- Negotiating Guidelines
- Negotiating Power Checklist
- Negotiating Power

Course 3: [The Competitive Buying Negotiator](#)

- Negotiation Preparation
- Preliminaries
- The Opening Gambit
- Gaining Concessions

Course 4: [Buying Negotiators Personal Workshop](#)

- Buyer's Negotiating Style
- Negotiating Outcomes
- Basic Negotiating Styles
- Buying Negotiating Case Study

Course 5: [The Collaborative Sales Negotiator](#)

- Preparation
- Preliminaries
- Bargaining
- Finalising

Course 6: [Negotiating for Profit](#)

This course is a case study where the participant becomes both the buyer and seller.

All the new skills learned from the previous courses will be required to complete this module