

# SUPERB NEGOTIATION SKILLS: PSYCHOLOGY OF INFLUENCING & NEGOTIATION USING NLP

## OVERVIEW

We are negotiating almost all the time. Whether with business partners, clients, suppliers, colleagues or even family members, the success of our outcomes depends entirely on our understanding of the negotiations and communication process.

When engaged in negotiations where skill as a negotiator may prevent losses, increase gains or enhance circumstances for you or your organization, it is imperative that you invest in your capability to Understand the needs & interests of all parties involved.



## OBJECTIVES

EVALUATE THE ESSENTIAL PSYCHOLOGICAL ASPECTS OF A RANGE OF APPROACHES TO INFLUENCE OTHERS AND NEGOTIATE POSITIVE WIN/WIN OUTCOMES

APPLY THE PRINCIPLES OF A NUMBER OF WELL-RESEARCHED INFLUENCE MODELS IN NLP

DEVELOP AND APPLY PRACTICAL METHODS FOR EFFECTIVE WIN/WIN OUTCOMES WITHIN YOUR OWN ORGANIZATION

SECURE FASTER DEALS THROUGH POWERFUL NON-VERBAL TECHNIQUES OF NEURO-LINGUISTIC PROGRAMMING (NLP)

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