

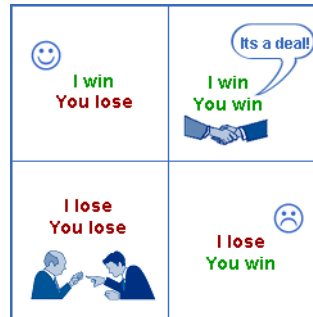
# SALES NEGOTIATING

A full sales negotiating development programme designed into a trio of bite-size half day workshops to equip delegates at all levels. The three workshops relate to the business environment where selling, negotiating and influencing people are key to business success.

Many of the techniques are common to all three and when used in the appropriate context can and WILL have a positive effect both on the individual and the organisation.

## Who will it benefit?

- **Anyone new to the sales industry**  
To gain an understanding of the basics
- **Anyone with experience in a sales role**  
For fine tuning personal performance



## The Process of Selling

This vital aspect of the business process will have the most dramatic effect on any company. Do it right and the business will move forward. Get any part of the process wrong and the business will be damaged. This half day workshop is designed to equip the delegate with the skills and techniques on which they can develop and build on to become better sales people.

Much of the process is carried out away from the face to face element.

- Who and where are our prospects?
- What is their need?
- How do we get in front of the right person?
- Identifying their needs

Wednesday 5th October  
9.00am-12.00pm



For further details and bookings, please contact:  
Carol Gill on 01482 611896  
or email [c.gill@chambertraining.com](mailto:c.gill@chambertraining.com)

## The Negotiating Process

Wednesday 5th October  
1.00pm-4.00pm

We all use our negotiating skills many times in a day. Whether it be with family and friends on personal or social issues or in the working environment with staff, suppliers or customers where contracts, remunerations packages, rents, purchases all need to be mutually accepted by all parties. Good negotiations result in an acceptable solutions.

This half day workshop explores the process and skills required and provides the delegate with the confidence and the negotiating techniques to improve their negotiating performance.

Wednesday 26th October  
9.00am-12.00pm

## Influencing People

When operating in the business environment your ability to influence people will determine how successful you are. Many people fall within your scope of influence, when communicating with team members to present and future suppliers and end-users. Influencing is a skill that is gained through motivation and not manipulation. People with authority need to be able to influence others, management titles or being technically competent is not enough. Your personality will play a large part in your success as an influencer. This half day segment looks at the skills and techniques to develop self confidence to be more influential. Remember if you don't influence them someone else will.

Chamber members £75.00 plus VAT  
Non Chamber members: £90.00 plus VAT

Venue: Chamber Training Office  
34-38 Beverley Road, Hull, HU3 1YE.