

Negotiating with Confidence

The modern business professional must be able to handle negotiations with confidence and subtlety. The Indicator Negotiation workshop enables you to become a better and more confident negotiator. Apply the learnings in both formal negotiations and the informal mini negotiations that take place regularly in business.

Why Negotiation Workshop Works

With a combination of theory, research and practical application exercises, this workshop gives participants both the theory and the practical application of the skills. Negotiation Day workshop is fun, interactive, and participant driven.

As a result of applying the techniques from this course, you can expect to achieve:

- Increased deal value with customers
- Better conditions with suppliers
- Enhanced relationships with customers and suppliers
- Win-Win Outcomes

Investment

TIME Special rate **\$975 + GST** ~~\$1,250 + GST~~

Who it's for

- ✓ Owners and Leaders
- ✓ Sales Managers
- ✓ B2B Salespeople
- ✓ BDM & Account Managers
- ✓ Anyone keen to develop their negotiation skills

Core Content

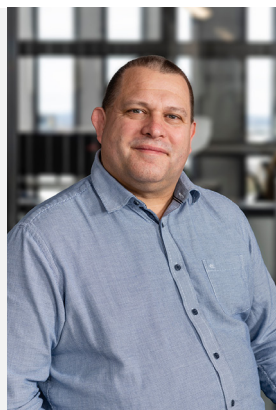
- ✓ Qualities of effective negotiators
- ✓ Phases of a negotiation
- ✓ Essential planning components
- ✓ Trading and bargaining
- ✓ Unwritten rules of negotiations
- ✓ Creating commitments
- ✓ Dealing with resistance
- ✓ Controlling conversations

[Register Now](#)

Facilitated by either:

Michael Fooks Head of Training

Michael is known for his clear, direct training style and ability to shift behaviour fast. A former tech sales leader, now one of NZ's top sales coaches, Michael blends psychology with deep commercial know-how.



Simon Dickson Sales Leader & Trainer

Simon brings a straight-talking, practical approach to sales training and change management. He focuses on lifting capability, aligning the team, and driving outcomes that matter. He knows how to cut through the noise and connect the dots between sales and business strategy.

