



Negotiate Like A Pro: The Art Of Negotiation

Do you want to:

Why does it seem like all my deals come down to price?

Is there a process of “negotiation” my sales team can follow so they are not just giving things away?

How can I get my sales team and my sales managers to not give away the store at the end of the month?

About

Today’s sales teams are being asked to do more, with less, call high, stay high, and control the sales situation, all of which have dozens of players and options. Dealing with buyers, committees and senior managers can become overwhelming. This is where the major account selling techniques from M3 Learning’s ProActive Account Strategies comes in.

Combining the tactics of ProActive Selling with our Value!(TM) course, ProActive Account Strategies gives you insight and planning opportunities into Major Account Management and Selling techniques. Understanding the customer’s business needs and developing a strategic partner relationship with the account creates the best win-win environment. In this program, you’ll learn how to create templates and target account plans that you can use every day on the job.

Bottom line: Controlling the process means you control the deal. This is especially true with the higher level, complex sales situation.