

NEGOTIATION SKILLS

PERSUASIVE COMMUNICATION STRATEGIES

NEGOTIATION SKILLS:

Persuasive Communication Strategies

You negotiate everyday. This training provides ways to best influence others to your point of view through effective communication skills. The program focus is coaching you on how to persuade. Best practices on how to build relations with clients, customers and coworkers to gain agreement.

EXPECTATIONS:

- How to be more confident when negotiating.
- Learn proven techniques to persuade.
- Practice the 10 negotiation tactics.
- Learn ways to build win/win relationships.
- Understand the 5 sources of power.
- Communicate in a clear and organized manner.
- Get your audience to take action.

“Once I got immersed in the course I figured out it wasn’t about myself, it was about the team and the people around me.”

-Jason Fritz, Project Manager, Granite Construction

“I immediately started applying what I learned from the class in life with friends, family and coworkers. It’s amazing to learn how to communicate with other people.”

-Steve Collins, Construction Foreman, Frank Lepori Construction

Name: _____

Company: _____

Phone Number: _____

Contact Melissa at AGC for More Information:

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Email: melissad@nevadaagc.org

Group Discounts Available



“An ounce of action, is worth a ton of theory.”

-Ralph Waldo Emerson

Program Info

Date: Tuesday, Feb 13, 2018

Time: 10:00am to 6:00pm

Location:

AGC Training Room
5400 Mill Street, Reno, Nevada

Cost for 1 Day Course:

AGC Leadership Alumni \$169

AGC Members \$189

Non-AGC Members \$279

Facilitated By:
Jeffrey Benjamin



BREAKTHROUGH
TRAINING