

Negotiating techniques to boost sales

4-min read



Small changes to your negotiating technique will instantly boost your sales figures

You've spent months working on this deal and you're almost over the line. You can already hear the champagne popping as you're the toast of head office.

But that's when you get the call from the client that makes your heart sink: "Can you come in for another meeting? There are a few details we need to clarify."

So, how do you handle the final negotiations without making too many compromises?

Qualification drives negotiation

Before establishing your negotiating strategy, it's essential to qualify your prospect. As Benjamin Franklin famously said, "by failing to prepare, you are preparing to fail."

Are you actually negotiating with the person that makes the ultimate buying decision? Does the client have a genuine need for your product and service and how urgent is that need? Are they using a competitor's product or service or taking proposals from other providers?

The more information you have (and an understanding of which variables you don't know but can at least anticipate) the more prepared you will be.

Take a "collaborative negotiation" approach

A competitive mindset is integral in an effective salesperson. But, unfortunately, that competitive mindset can be your downfall when negotiating.

Adopting a collaborative mindset during negotiations, rather than a competitive one, is proven to achieve better outcomes for all parties. The "Prisoner's Dilemma" exercise, which we often run in workshops, is a perfect illustration of this.

But even this approach won't work if you haven't qualified adequately. You need to fully understand what your prospect's win looks like in order to help them achieve it.

Custom Published Negotiating Techniques Pg Mgmt9104 M

**Karen S. Walch,Stephan M.
Mardyks,Joerg Schmitz**



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Quantum Negotiation Karen S. Walch, Stephan M. Mardyks, Joerg Schmitz, 2017-12-11 Master the art of getting what you need with a more collaborative approach to negotiation Quantum Negotiation is a handbook for getting what you need using a mindset and behaviors based on a refreshingly expansive perspective on negotiation Rather than viewing every negotiation as an antagonistic and combative relationship this book shows you how to move beyond the traditional pseudo win win to construct a deal in which all parties get what they need By exploring who we are as negotiators in the context of social conditioning this model examines the cognitive psychological social physical and spiritual aspects of negotiation to help you produce more sustainable prosperous and satisfying agreements We often think of negotiation as taking place in a boardroom a car dealership or any other contract centered situation in reality we are negotiating every time we ask for something we need or want Building more robust negotiation behaviors that resonate beyond the boardroom requires a deep engagement with others and a clear mindset of interdependence This book helps you shift your perspective and build these important skills through a journey of discovery reflection and action Rethink your assumptions about negotiations your self perception your counterpart and the overall relationship Adopt new tools that clarify what you want why you need it and how your counterpart can also get what they want and need Challenge fundamental world views related to negotiation and shift from adversarial to engaging and satisfying Understand the unseen forces at work in any negotiation and prevent them from derailing your success In the interest of creating an environment that elevates everyone's participation and assists them in reaching their full potential Quantum Negotiation addresses the reality of hardball and coercion with a focus on engaging the human spirit to create new opportunities and resources

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162 is a sequence with the rule start at two and multiply each number by three the first term u_1 is 2 the common ratio r is 3

a geometric sequence can be increasing $r > 1$ or decreasing $0 < r < 1$

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