

TRAINING FOR NEGOTIATION

- **Crafting Wins: The Art and Wit of Negotiation
Mastery**



ABOUT US

Welcome to Pertecnica, your gateway to skill elevation! We specialize in providing targeted training for employees, equipping them with the tools to excel in their roles. Our expert-led programs ensure a seamless blend of theory and practical application, fostering continuous growth. At Pertecnica, we don't just train; we empower professionals for success in today's fast-paced work landscape.



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SPECIALIZED TRAINING PROGRAMS

- for Negotiation

Pertecnica Engineering stands at the forefront of India's employee training landscape, specializing in honing negotiation skills essential for professional success. Our dedicated services in negotiation training are crafted to empower individuals with the finesse and strategies required to navigate diverse negotiation scenarios. Our approach blends theoretical insights with real-world applications, fostering confidence and agility in negotiating favorable outcomes. Pertecnica Engineering's negotiation training not only equips individuals with essential skills but also cultivates a collaborative, win-win mindset, enhancing both interdepartmental relations and external partnerships for amplified productivity and sustained organizational success.

Employee Trainings for Negotiation

Basic Negotiation Skills	Advanced Negotiation Techniques	Cross-Cultural Negotiation
<ul style="list-style-type: none"> • Introduction to negotiation concepts and principles. • Understanding negotiation styles and approaches. • Developing effective communication and active listening skills. 	<ul style="list-style-type: none"> • Strategies for win-win negotiations. • Tactics for dealing with difficult or adversarial negotiators. • Leveraging psychological and emotional factors in negotiations. 	<ul style="list-style-type: none"> • Navigating cultural differences and cultural intelligence in negotiations. • Recognizing cultural norms and values that impact negotiation dynamics. • Building rapport and trust in cross-cultural negotiations.



Sales and Business Negotiation:

- Negotiating contracts, deals, and partnerships.
- Price negotiation and value-based selling.
- Closing techniques and objection handling.



Labor Negotiation and Collective Bargaining:

- Labor laws and regulations.
- Bargaining techniques and strategies.
- Conflict resolution and dispute management.



Real Estate and Property Negotiation:

- Real estate transaction negotiation.
- Lease negotiations.
- Property acquisition and development negotiations.

Supply Chain and Procurement Negotiation:

- Negotiating with suppliers and vendors.
- Cost negotiation and procurement strategies.
- Managing supplier relationships.



International Trade and Negotiations:

- Negotiating international trade agreements.
- Trade regulations and compliance.
- Cross-border negotiation challenges and strategies.

Conflict Resolution and Mediation:

- Techniques for resolving disputes and conflicts.
- Mediation and alternative dispute resolution (ADR) skills.
- Negotiating peace and reconciliation in conflict zones.



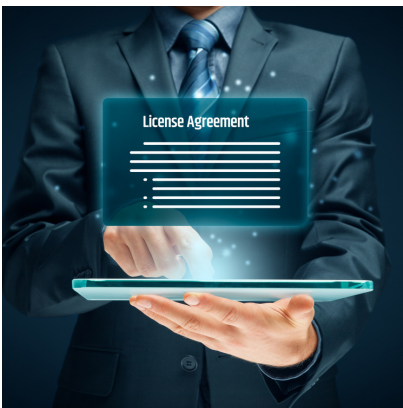
Government and Policy Negotiation:

- Lobbying and advocacy negotiation.
- Negotiating with government agencies and regulators.
- Public-private partnerships and government contracts.



Healthcare and Medical Negotiation:

- Negotiating with healthcare providers and insurance companies.
- Medical billing and reimbursement negotiations.
- Patient advocacy and dispute resolution.



Technology and Licensing Negotiation:

- Intellectual property licensing negotiations.
- Software and technology licensing agreements.
- Negotiating technology partnerships and collaborations.

Entertainment and Media Negotiation:

- Contract negotiation for artists, actors, and performers.
- Licensing and distribution agreements.
- Negotiating with talent agents and studios



Why Choose Pertecnica Engineering?

- **Expertise & Relevant Experience:** We have in-depth expertise in the specific subject matter and relevant industry experience. This ensures that the training is not only theoretically sound but also practically applicable to real-world scenarios in the company's specific field.
- **Customization and Relevance of Content:** Our tailored programs that align with the company's objectives, culture, and the specific skill gaps of the employees are highly valued.
- **Measurable Outcomes and ROI:** Our training will lead to tangible improvements in employee performance and productivity, thereby offering a strong return on investment (ROI).
- **Flexibility & Innovative Delivery Methods:** Flexibility in terms of scheduling, format (in-person, online, hybrid), and adaptability to different learning styles. We offer innovative and engaging training methods that keep employees motivated and facilitate effective learning.

