

Negotiation - the art of persuasion

12/09/17. Pearson Business School, 190 High Holborn, London, WC1V 7BH

The second event in our new 'Soft Skills for Hard Results' series looks at negotiation as a key work and life skill.

Negotiation takes place with external companies and customers as well as internally with peers, bosses and project teams. Getting better results in terms of timelines, price or quality - all contribute to bottom line profitability. This workshop will explore ways you can get the best results using a persuasive but collaborative negotiation style.

Agenda

18:00 Registration

18:30 Negotiation - the art of persuasion: Martin Brooks

20:00 Buffet and networking

21:00 Finish

Speaker



Martin Brooks. Martin has been a dynamic, engaging trainer throughout his career in sales and management and since 2002 he has been the Managing Director of his own training company. Martin has worked in differing industries and countries on a variety of communication topics. He has built up a comprehensive résumé, through his own clients and a variety of training companies which he provides services for.

From teaching sales teams in the travel industry, to running personal impact courses to senior executives at top business schools and negotiations programs at CIM since 2009, Martin brings a unique style and approach that facilitates learning in a fun, engaging and lasting way that leads to many accolades, repeat bookings and - most importantly - behavioural changes from those who attend programs he runs.