

# Influencing and Negotiating Skills

14 June 2024

“In business as in life, you don’t get what you deserve, you get what you negotiate.” Chester L. Karrass

## Training topics

- Result focus
- Time frame for negotiation
- Negotiation styles
- Negotiation process framework
- Identity tactics and counter tactics

## Who should attend

This training is appropriate for professionals at all levels who want to enhance their negotiation skills and work more productively.

## After this training you will be able to

- Confidently use your influential skills
- Build confidence in your negotiations abilities
- Take care of the 5 main process steps to get a win-win situation
- Build positive relationships with all parties when negotiating
- You will better be able to identify and avoid costly errors in your own thinking habits and those of others



## Tutor



**Mildreth Angelo**  
Senior Manager

## Professional Qualifications

- Certified Coach by the ICF
- NLP Practitioner
- Master of Business Administration
- Diploma in Psychology
- Certified Trainer
- SDI Certification

## Training details

**Registration:** 09:15  
**Workshop:** 09:30 – 17:30  
**Language:** English

**Certificate:** PwC certificate given to participants upon completion of the course

## Training fee

**MNT 600,000 + VAT**

## Contact information

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A complete calendar of training courses can also be found on our website [HERE](#)