



REAL NEGOTIATION SIMULATIONS

- ✓ Preparing and planning the negotiation.
- ✓ Analysis of The Best Alternatives to Non-Agreement (BATNA) and Zone of Possible Agreement (ZOPA).
- ✓ Win-win solutions through creative options.
- ✓ Personal style of negotiation.
- ✓ Psychological trap.

One Day Online Training



**E-LEARNING BY
DOING**



**INTERACTIVE
TRAINING**



**REAL BUSINESS
CASE STUDY**



**SIMULATION-
BASED
EXPERIENCE**