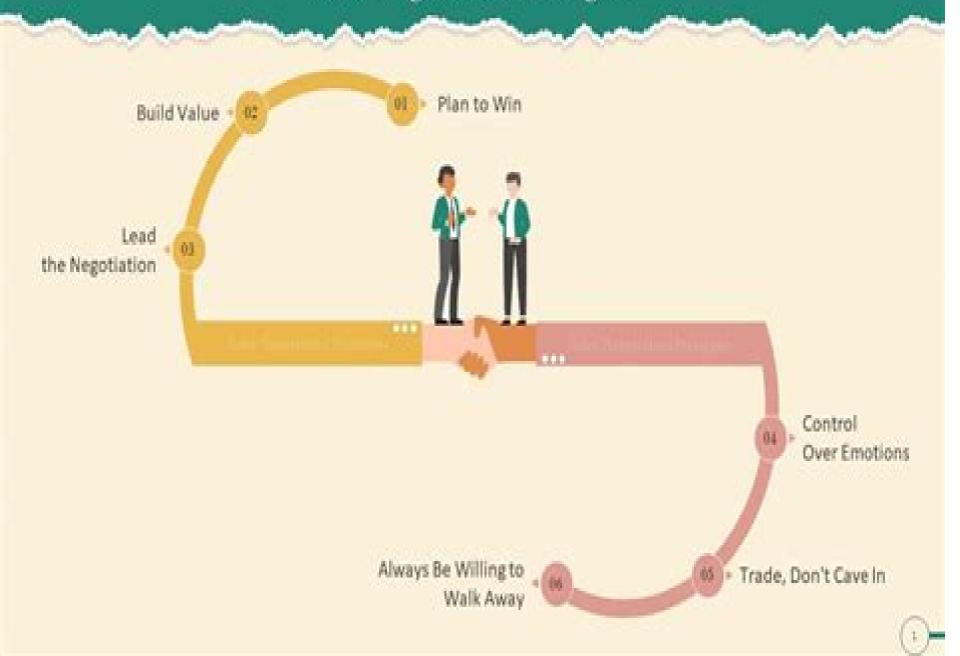
Sales Negotiation Strategies



Sales Negotiation Strategies

Jeb Blount

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Sales Negotiation Strategies Mack Hanan, 1977 **Negotiation Skills for Sales Professionals Sorin** Dumitrascu, 2017-05-28 What clinches a successful sale Smooth talk a warm smile and a firm handshake might make a good first impression but clever businesspeople are more concerned with the value you have to offer them Making a mutually beneficial deal requires careful preparation before you start the negotiation process Potential customers are more likely to buy from suppliers who understand their needs and have all requisite information at their fingertips A first step in negotiating successfully is understanding the difference between selling and negotiating A sale is simply a transaction between seller and buyer and is the result of closing a deal Negotiation however involves defining the terms of the deal who gets what in exchange for what A good negotiator will be able to work out the best possible deal with any given client and product Successful sales negotiations involve identifying and building on areas of agreement and they can help you build lasting mutually beneficial relationships with customers In this book you ll learn why it s important to use a systematic sales negotiation process when it s relevant to use this process and what the stages in the process are You ll also learn more about the first stage in the process which is preparing properly before negotiation begins An important activity in the preparation stage is to determine objectives for a negotiation including yours and those of your customer Once you ve done this you can prepare the concessions you re willing to make in the book of negotiating This involves weighing what you can afford to offer the other party against what you hope to get In this book you ll learn more about each of these activities and how to approach them Ultimately this book will equip you to complete the first steps in making effective long lasting and profitable sales agreements with your customers Consider a sales manager at a small graphic design company who s competing for projects with other design companies in the same city Whenever he meets with a potential client he names a higher price than his competitors and refuses to bargain Needless to say he fails to attract new clients and the design company goes out of business The sales manager should have realized that successful sales negotiations are about give and take or what s called the careful exchange of value By nature a sales negotiation involves two parties with different goals trying to reach a mutually acceptable agreement With good negotiation skills you ll be able to facilitate this process and ensure you and the other party reach agreement You ll also be able to influence the proceedings so that the outcome is more favorable to you than to your negotiation partner The four stages of the sales negotiation process are preparation presentation value exchange and closing This book focuses on value exchange It covers the ways you can get the best possible deal for yourself because you ll know more about the what when and how of value exchange In this book you ll learn strategies to ensure a desirable outcome from a value exchange and what concessions to offer to convince the other party to agree to the deal You ll also learn when to offer concessions Poor timing can negatively affect the outcome of a negotiation By learning how to best offer concessions you ll be in a better position to negotiate the best possible deal and achieve your sales objectives

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Folden, 2010-01-07 BUSINESS STRATEGY Competition for winning business has become fierce and sophisticated In the midst of this dog eats dog global competition

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