

SUCCEEDING IN NEGOTIATIONS THROUGH PROFESSIONALISM



NETWORK TRIBE
CONNECTING YOU TO EXCELLENCE

aob
ALBANIAN ASSOCIATION OF BANKS

1st training: April 26 to 27, 2021
2nd training: July 6 to 7, 2021
3rd training: November 25 to 26, 2021

tailored to the BANKING sector

Succeeding in Negotiations Through Professionalism

Bruno Augustoni

ONLINE

Objective of the training program

After this training program, the bank employees will be able to negotiate more efficiently and successfully. That means in particular:

Training program

Training 1 – 2 days (main contents)

- To understand the intelligent way of negotiation and fine-tune the personal negotiation skills
- To efficiently prepare a negotiation targeted and methodically correct
 - To apply the adequate strategies, techniques & rules in all negotiation phases and difficult situations

Sustainable implementation with controlling & businessBOX

Training 2 – 2 days (main contents)

- To negotiate under stress
- To apply different argumentation techniques, use the light rhetorical weapons and realizing interim closings

- To professionally present solutions

Sustainable implementation with controlling & businessBOX

Training 3 – 2 days (main contents)

- To negotiate in and with teams
- To use the rhetorical weapons successfully
- To negotiate options and recognize the right moment for the ‘walk-away point’

Sustainable implementation with controlling & businessBOX

BRUNO AUGUSTONI - THE EXPERT

Bruno Augustoni has been successfully supporting companies worldwide in sales, project management and service for over three decades. Well-known companies therefore rely on his experience. Convince yourself and take a look at our website, where you will find numerous statements from our customers under ‘References’.

Dates

1st training April 26 to 27, 2021

2nd training September 6 to 7, 2021

3rd training January 10 to 11, 2022

Target group

Open training program for junior and senior negotiators in banking

Daily time schedule

9 am to 11 am 1st module of the day

12 am to 2 pm 2nd module of the day

3 am to 5 pm 3rd module of the day

Availability of participants during the whole day

Price: 300 euro/participant/training

Group discounts available!

Bundle Price for 3 participants: 800 euro

Note:

Participants can register for only one or all the three trainings. We recommend that one participant should follow all the trainings for better impact. Each training requires a time commitment of 6 - 8 hours per week. They're designed for banking industry only to accelerate growth in their departments and in their careers by developing a systematic approach to think about, act on, and solve growth problems.

If you're thinking of applying, but still have questions email: junida.katroschi@aab-al.org, you can also email the Network Tribe team contact@networktribe.al and they'd be happy to assist you.

If you need to pay on invoice please contact us: contact@networktribe.al
Buy your ticket today for this exclusive event will sell out soon.