



First Select

## Effective Sales Meeting and Negotiation Skills

Date	Venues	(\$)Fees	Book your seat
21 Dec -25 Dec 2025	Dubai	2900	<a href="#">Register Now</a>

### Objectives:

This course is designed to empower participants with the knowledge, skills and attitudes required for effectively introducing organizational change, namely: planning, for change; considering what happens to people in times of transition; dealing with resistance through increased team involvement and developing the techniques of leading employees towards the shared vision of the organization.

### Who should attend?


Sales managers, sales supervisors and team leaders involved in leading a sales team.


### Course Outline:


- Understanding organizational change
- Exploring the future workplace
- Preparing for change
- Understanding what happens to people before, during and after change
- Managing the transition
- Communicating about change
- Dealing with resistance
- Negotiating new work arrangements
- Increasing team involvement
- Developing inspired change leadership
- Developing a change action plan for success

### WORKSHOP STYLE:

This will be a participative workshop with a mix of interactive learning sessions, exercises and discussions aimed to provide maximum impact and learning retention for all delegates.

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