

Experience comes to life

Post-sale **commercial negotiation** is a crucial step during which a deal is closed, a sale is completed.

GOALS

Foster a better understanding of **negotiation**, in its nature and challenges.

Master negotiation techniques thanks to the **"DEAL" method** created by Halifax Consulting: Defend your position, Engage your interlocutor, Advance through mutual concessions, Limit your efforts and then conclude.

TARGETS

Sales teams

OUR PARTNERS



FORMAT



COMMERCIAL NEGOTIATION

INCREASE NEGOTIATION SKILLS THANKS TO THE "DEAL" METHOD



OUR SOLUTION

A serious game allowing trainees to

- **Prepare** for the exchange
- Follow the **DEAL** method
- **Put aside emotions**
- **Avoid** traps, avoid getting stuck
- Know **the seven deadly sins** of negotiation.

A strongly immersive experience, placing the learner in a negotiation situation and allowing them to react "in the flow".

4 scenarios of 10 minutes + Assessment
Total duration: 60 minutes