

# Business talks

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- What does "skillfully conduct business negotiations"?
- How to learn to be in negotiations at the same time firm and flexible?
- What style of business negotiations optimal?

Business - it is an agreement.



# There is a model of negotiation

- preparation of negotiations
- conduct of negotiations
- solution (conclusion)
- analysis of the results



Let's

**Talk**

**Business**

- Business negotiations - a kind of business communication, which aims to find solutions (solution development) problems, acceptable to all parts.

Business negotiations



If you want that your business negotiations ended in your favor you must to prepare

- Choose the time
- Choose the place
- Get dressed
- Prepare arguments

- surprise partner that you know all about his company
- Become interesting to talk
- Not lose sight of the interests of the partner
- listen carefully

# During negotiations

# There are three sets of negotiations

## First set

- the idea of opposition sides
- strategy of win-lose

## Second set

- friendly position.
- Weaker side is expect "friendly" attitude.

## Third set

- Friendship
- Win-win

As the results can serve a variety of acts. First of all it is a contract.





Thank you for your  
attention