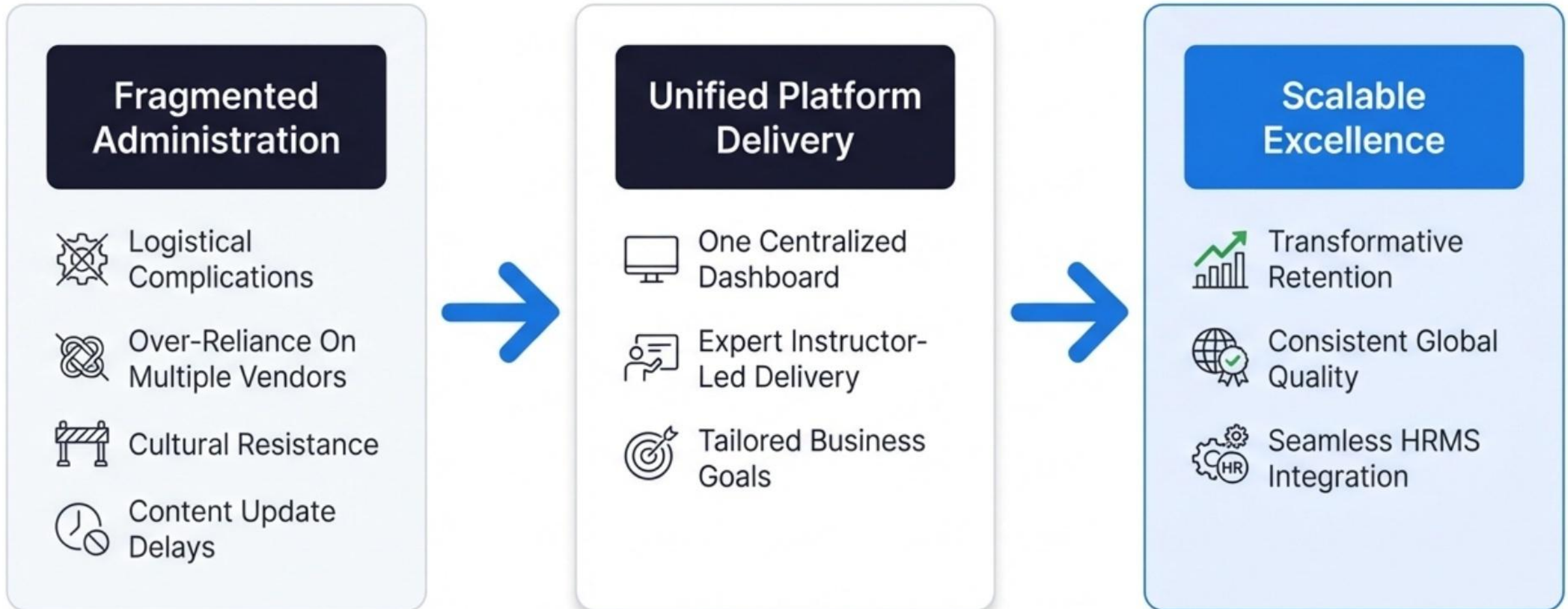


Corporate Sales Negotiation Skills Training

Drive Team Excellence With Expert-Led
Negotiation Corporate Training



The Enterprise Skilling Evolution



Program Fundamentals



**8 - 16
Hours**

Duration



**Instructor-
Led**

Delivery Type



**Virtual /
On-Site /
Off-Site**

Flexible
Modalities



**10,000+
Trainers**

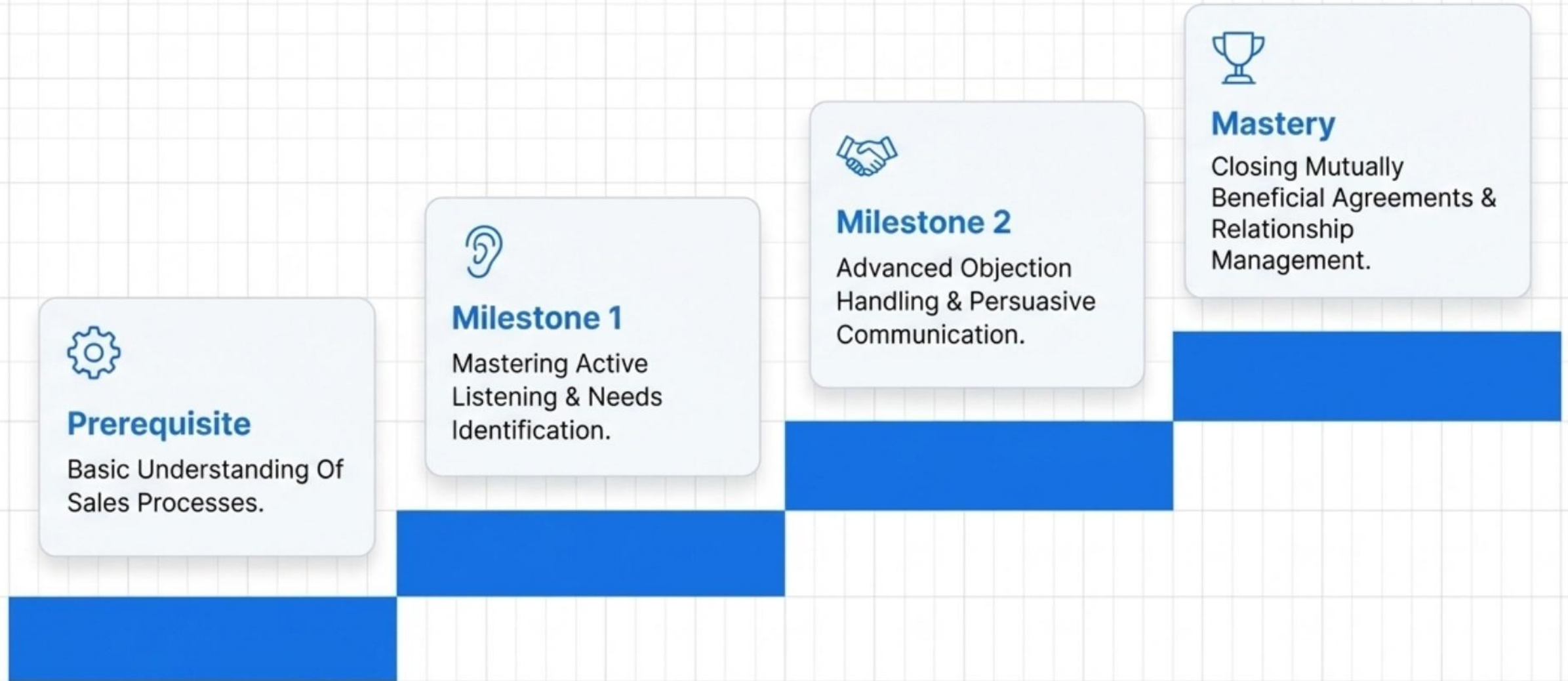
Verified
Network



**Course
Completion
Certificate**

Recognition

The Capability Activation Curve



Structured For Real-World Application

Phase 1: Foundation & Mindset

- Overview
- Active Listening
- Emotional Intelligence

Establishing trust and identifying core client interests.



Phase 2: Strategy & Objection Handling

- Persuasion
- Collaborative Problem-Solving
- Price Negotiations

Navigating complexities and differentiating your value proposition.

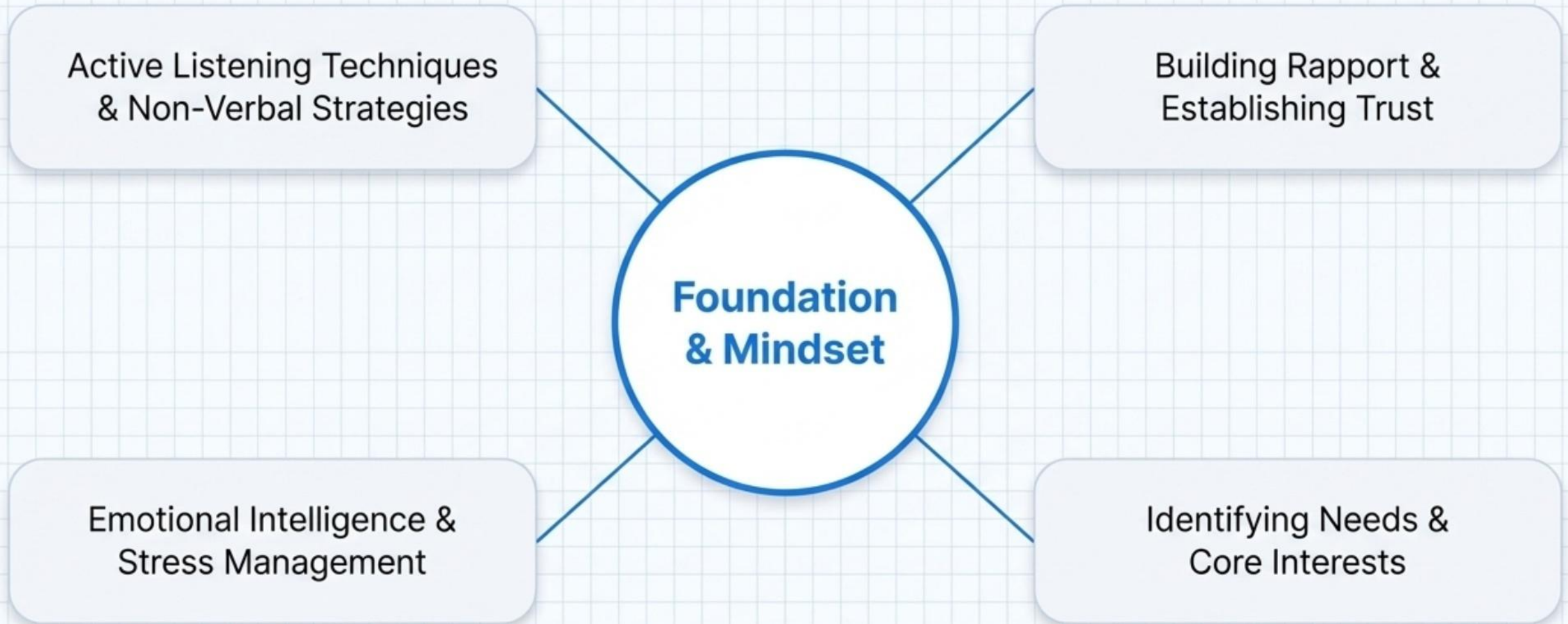


Phase 3: Execution & Longevity

- Contract Formalization
- Post-Negotiation Follow-Up

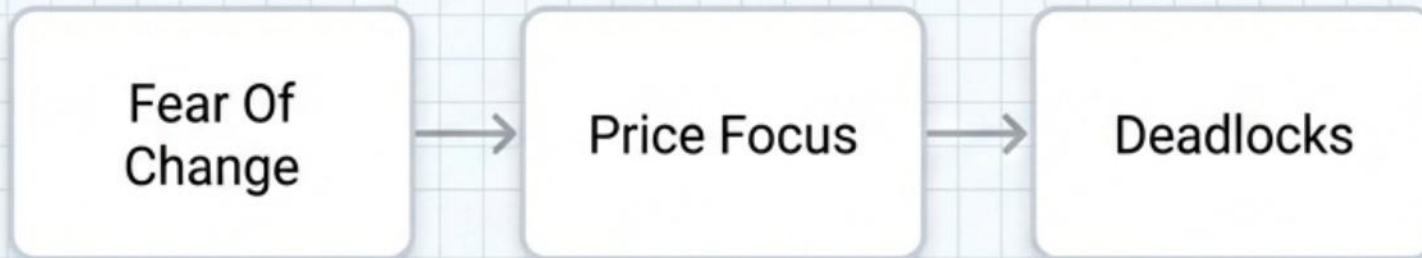
Documenting agreements and ensuring relationship longevity.

Establishing The Negotiation Foundation

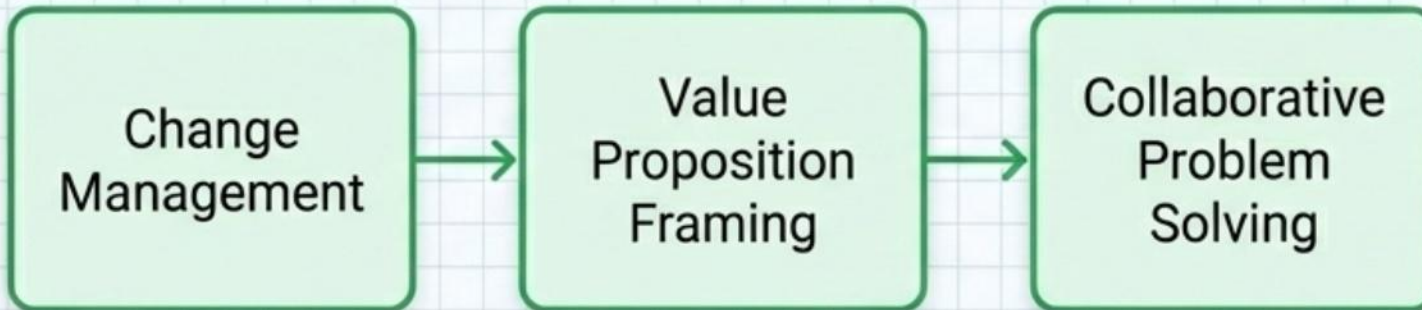


Navigating Complex Deal Dynamics

Traditional



Course-Enabled



Objection Handling

Resolving customer concerns.

Efficient Negotiation

Reaching mutual agreements.

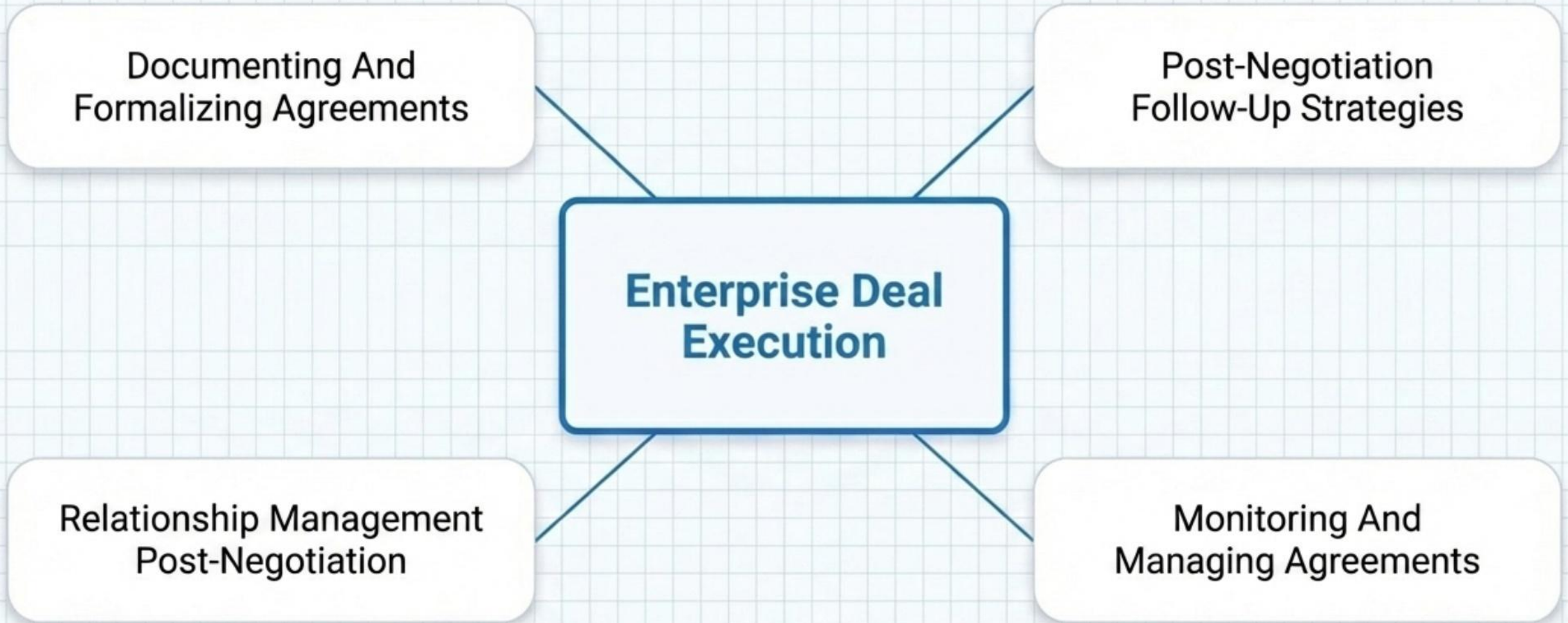
Conflict Resolution

Addressing workplace disputes.

Persuasive Communication

Influencing decision-making.

Securing Long-Term Enterprise Value



Solving Organizational Skilling Complexities

Organizational Profile	Core Challenge	The Edstellar Solution
Large Enterprises	Training Across Geographies Leading To Compliance Issues	Centralized Training Management Dashboard
Small & Medium Businesses	Lack Of Training Infrastructure And Vendor Reliability	Network Of 10,000+ Verified Trainers
Corporate Learners	Scheduling Conflicts And Diverse Learning Needs	Flexible Delivery Tailored To Business Goals

The Edstellar Value Engine



Target Audience Alignment



Flexible Deployment Architecture



Virtual Live Instructor-Led

- ✓ Global reach from any location
- ✓ Consistent training quality
- ✓ Scale learning for large groups



On-Site Face To Face

- ✓ Higher engagement and interaction
- ✓ Tailored workplace environment
- ✓ Direct hands-on demonstration



Off-Site Face To Face

- ✓ Distraction-free learning focus
- ✓ Improved team bonding activities
- ✓ Boosts employee morale

Proof of Impact

*“This Sales Negotiation Skills course equipped me with comprehensive **advanced** methodologies expertise that I’ve seamlessly **integrated** into our professional services practice. Our project success rate and profitability **increased dramatically** within the **quarter**, validating the immediate impact of this training program.”*

Ma Li

Senior Customer Success Director
Revenue Operations Firm

Delivering Capability Across Borders



100+ Countries

Delivering in-person training across 1000+ locations globally.

10+ Languages

Multilingual training capabilities catering to diverse teams.

Accelerate Your Revenue Engine Today



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