

PURCHASER SERIES

Successful purchasers need good communication skills. Ovson Communications can help your team learn communication skills that will help them become assertive negotiators, and learn collaborative skills that will lead to better, longer lasting relationships.

WORKSHOP	ISSUES	BENEFITS
<p>Negotiating for Success <i>Building Confidence, Trust, and Income through Sales</i></p>	<p>Everyday, you negotiate with different types of people (staff, superiors, clients, contractors, partners, etc). Your ability to influence, reduce conflict, and solve problems is essential for you and your organization's success.</p>	<ul style="list-style-type: none"> ● Get what you want ● Reduce stress by turning difficult conversations into occasions for productive problem solving ● Make better deals and increase bottom line ● Build trust and long-term relationships by creating win-win solutions
<p>The Art of Persuasion <i>Persuading People to See and Act Your Way</i></p>	<p>Whether you sell ideas to your coworkers, contractors, or boss, services or products to your clients, or the suggestion of a mountain vacation to your spouse, you persuade. You persuade all of the time with many different types of people and must understand the psychology of influence. You can get more of what you want, reduce your stress, increase your income, and feel more confident and powerful.</p>	<ul style="list-style-type: none"> ● Gain power and influence ● Speak and ask confidently ● Get what you want ● Reduce your stress
<p>Managing Conflict Creating Resolution <i>How to Deal with Yourself and the Other Person</i></p>	<p>You can create an environment where conflict leads to creativity and productivity instead of hostility and tension. Positive work climates can exist in cramped offices, understaffed environments, and prestigious places. It is not the exterior environment that counts; it is the level of awareness and commitment that people feel towards their work and each other.</p>	<ul style="list-style-type: none"> ● Work effectively in teams ● Reduce stress and tension by dissolving conflicts ● Increased problem solving skills ● Improve negotiation and communication skills ● Increase productivity and bottom line
<p>Trust – How to Get It, Use It, and Make It Work For You <i>Building the Best Communication Tool Ever Invented</i></p>	<p>Want to get anyone to work with you? To listen to you and believe you immediately? It is all about trust. Trust is the key to any long-lasting relationship. It's not difficult to build when you are aware of how it works and use the right tools. This session will give you the awareness, the tools, and the practice to make you highly trustable on everyone's list.</p>	<ul style="list-style-type: none"> ● Create immediate connections with people ● Establish credibility for building relationships ● Establish your integrity and values ● Promote confidence and conviction



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Ovson Communications motivates people to take action. We focus on real problems, use humor to encourage participation & breakdown resistance to learning, and develop step-by-step strategies to define and capture opportunities. Ovson Communications customizes all workshops to the specific needs of your organization. Take the first step to success - contact us today to schedule your FREE 20-minute phone assessment.

