

## How To Win A Business Deal

### Course Outline

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After completing this course, participants will have learned to:

- Learn the amazing communications hack
- Build and keep trustworthy relationships with your target audience or customers
- Be smart in responding to counterpart's needs and patterns
- Learn conflict resolution
- Anticipate and handle objections and manipulation
- Approach concession from a position of strength.

Modules		Takeaways	Key Exercises
Modules 1	Success Secret	<ul style="list-style-type: none"> <li>• Learn how the effectiveness of an organization's meeting can determine its overall achievement</li> </ul>	<ul style="list-style-type: none"> <li>• Effective meeting strategies</li> <li>• How to Set an Agenda</li> <li>• Details of Meeting Conduction</li> <li>• Meeting Evaluation</li> </ul>
Modules 2	Communications Strategies	<ul style="list-style-type: none"> <li>• The Idea of 'Strategy' and Communications Hacks</li> </ul>	<ul style="list-style-type: none"> <li>• Stages of Strategic Planning</li> <li>• Business Communications Skills</li> <li>• How to keep listeners engaged</li> <li>• Leadership by Persuasion</li> </ul>
Modules 3	Networking Skills	<ul style="list-style-type: none"> <li>• Know-how of business networking for achieving revenue target</li> </ul>	<ul style="list-style-type: none"> <li>• Use of Right Tech tools</li> <li>• Win-win negotiation</li> <li>• Non-verbal and Compassionate Communications</li> <li>• Association/Partnership and Participation in Business Conference and International Events</li> </ul>