



BOMBAY
CHARTERED
ACCOUNTANTS'
SOCIETY

Workshop on “Mastering the Art of Negotiation”

Dear Members,

Unlock the secrets to effective negotiation with our exclusive workshop, *mastering the Art of Negotiation*. Whether you're a seasoned professional or new to client handling, learn how to secure better deals, retain clients, and maximize revenue without compromising on value.

What you'll learn:

- **Overcome the Fear of Losing Clients:** Learn strategies to hold your ground without the worry of losing clients if you don't yield to their negotiation attempts.
- **Identify Your Negotiation Style:** Are you naturally inclined to Fight, or take Flight, or are you filled with Fright in negotiation scenarios? Understand your instinctive style and how it impacts your deals.
- **Positioning for Value over Price:** Do you adjust your fees based on competitors, even when your expertise surpasses theirs? Find out how to set rates confidently based on the value you bring.
- **Balance Flexibility with Firmness:** Discover the fine line between being too rigid or overly flexible, and how each approach can impact your revenue.
- **Stop Bargaining Battles:** Learn effective techniques to steer clients away from bargaining and towards valuing your services.

Who Should Attend: Professionals eager to enhance their negotiation skills, including consultants, freelancers, business owners, and anyone looking to optimize their client interactions.

Topic	Mastering the Art of Negotiation
Days & Dates	Saturday, 21 st December, 2024 Add event to Outlook Calendar
Time:	09:30 AM to 12:30 PM
Speaker	Mr. Jagdeep Kapoor
Venue	Bombay Chartered Accountant's Society, 7, Jolly Bhavan 2 , BCAS Chowk, New Marine Lines, Churchgate, Mumbai – 400021. Google map of location
Fees	BCAS Members: Early Bird (Till 15th December, 2024) - Rs. 2,000/- + 18% GST = Rs.2,360/- After 15th December, 2024 - Rs. 2,500/- + 18% GST = Rs.2,950/- BCAS Non-Members: Early Bird (Till 15th December, 2024) - Rs. 3,000/- + 18% GST = Rs.3,540/- After 15th December, 2024 - Rs. 3,500/- + 18% GST = Rs.4,130/-
Registration Link	CLICK HERE



Human Resource Development Committee

Chairman: CA Mihir Sheth

**Convenors: CA Jigar Shah, CA Dnyanesh Patade
& CA Utsav Shah**

Co-ordinator: CA Rishikesh Joshi



Our mailing address is:
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