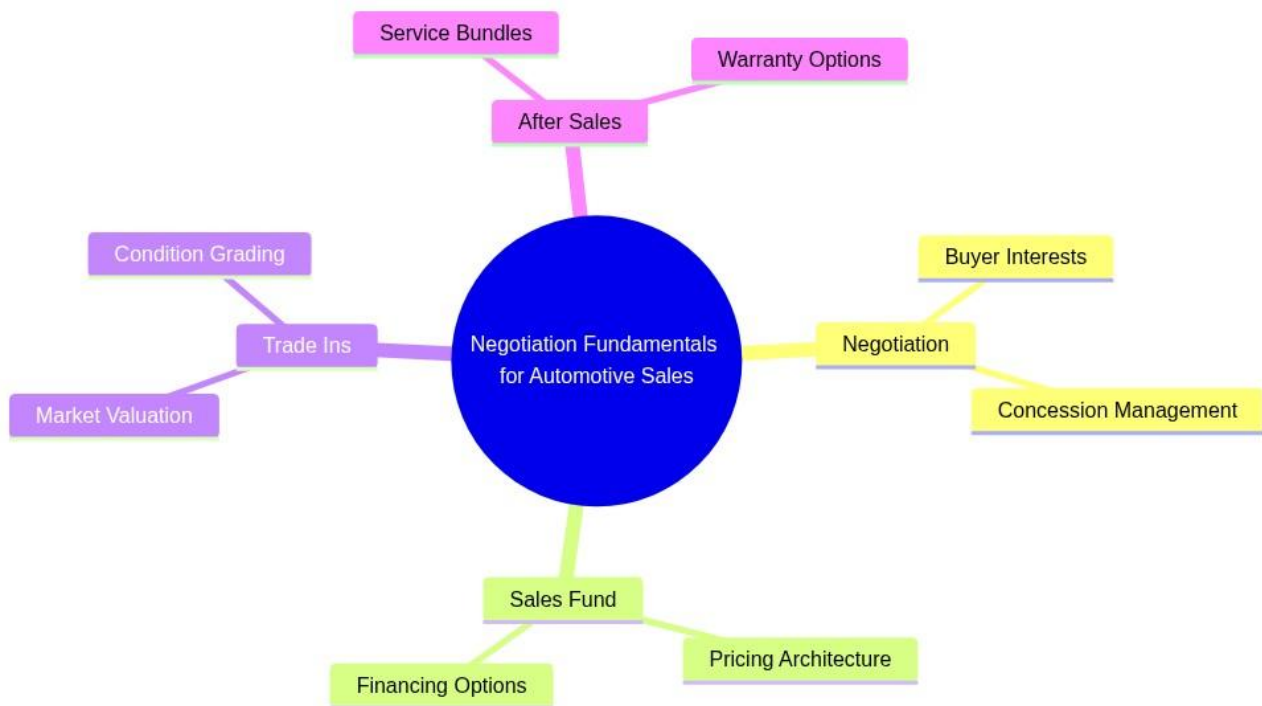


Postgraduate Certificate in Negotiation Skills for Automotive Sales Professionals (Advanced)

Negotiation Fundamentals for Automotive Sales



mindmap

root((Negotiation Fundamentals for Automotive Sales))

Negotiation

Buyer Interests

Concession Management

Sales Fund

Pricing Architecture

Financing Options

Trade Ins

Market Valuation

Condition Grading

After Sales

Service Bundles

Warranty Options