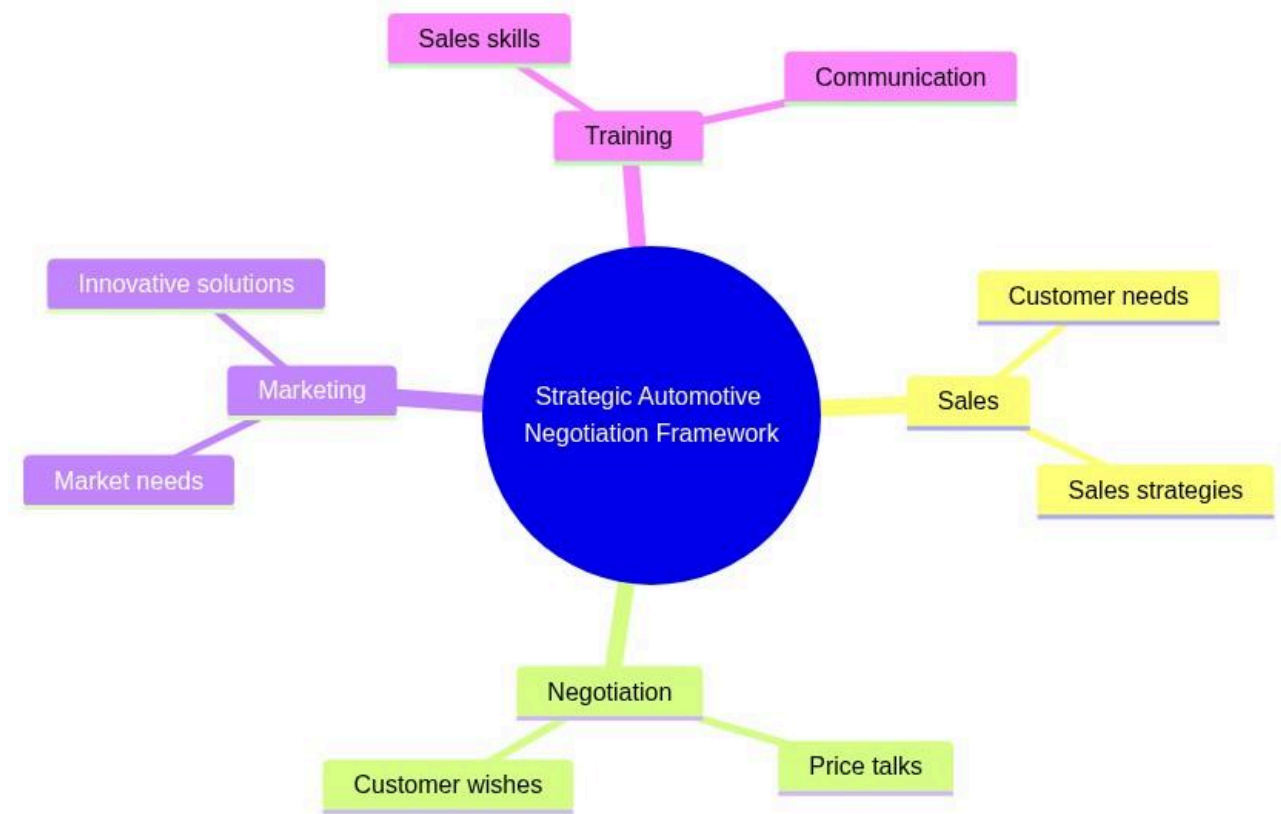


Postgraduate Certificate in Negotiation Skills for Automotive Sales (Advanced)

Strategic Automotive Negotiation Framework



```

mindmap
  root((Strategic Automotive Negotiation Framework))
    Sales
      Customer needs
      Sales strategies
    Negotiation
      Price talks
      Customer wishes
    Marketing
      Market needs
      Innovative solutions
    Training
      Sales skills
      Communication
  
```