High Performance Negotiation Skills

Past Participant Profile

Top Five Countries

- North America: 84%
- South America: 12%
- Europe: 3%
- Asia: 1%
- Africa: 0%
- Australia: 0%

Top Five Countries by Participation:

- United States: 79%
- Canada: 3%
- Brazil: 3%
- Colombia: 3%
- Mexico: 2%

Top Five Industries

- Manufacturing: 26%
- Services: 23%
- Utilities and Infrastructure: 6%
- Public Administration: 5%
- Finance, Insurance, and Real Estate: 5%

Top Five Industry Participation:

- Manufacturing: 40%
- Services: 30%
- Utilities and Infrastructure: 14%
- Public Administration: 10%
- Finance, Insurance, and Real Estate: 10%

Top Five Job Functions

- Business Development: 11%
- Sales: 8%
- Purchasing: 6%
- Government: 6%
- General Management: 6%

Management Levels

- Middle: 40%
- Senior: 30%
- Top: 14%

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