High Performance Negotiation Skills

Past Participant Profile

Top Five Countries

- North America: 69%
- South America: 11%
- Europe: 10%
- Asia: 7%
- Australia: 1%

Top Five Industries

- Manufacturing: 24%
- Services: 16%
- Finance, Insurance, and Real Estate: 8%
- Agriculture & Food: 6%
- Utilities & Infrastructure: 6%

Top Five Job Functions

- Sales: 17%
- Finance & Accounting: 14%
- Business Development: 10%
- Government: 7%
- Purchasing: 6%

Management Levels

- Middle: 33%
- Senior: 32%
- Top: 20%

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