

THE MANAGEMENT OF PROBLEM SOLVING NEGOTIATION IN COMPANIES SELLING OIL PRODUCTS

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Abstract: In the process of business administration, the manager of the firm selling oil products might encounter the following types of problems, for which he or she needs competent advice: the sales decrease..., the best employees accept employment offers from competitive firms ..., the customers take advantage of some incomplete contracts and do not pay the bills for the delivered goods ..., the drivers employed by the firm get about the town too much for the solving of a single problem, etc. However, such pieces of advice and information can be offered only by specialists, who are those people with a rich experience in the field of interest for the manager of the firm selling oil products, and can find quick and efficient solutions for the problems the firm encounters. However, some problems might appear here as well: specialists are difficult to find, they don't have enough time to provide personal assistance, or are already collaborating with consulting companies, whose fees are not encouraging for entrepreneurs.

Such problems could be solved if the managers of the firm could be successful negotiators and good organizers of training sessions, where a distinguished consultant is invited, and where they could benefit from collective advising. The objective of the briefing could be "The training of managers able to negotiate successfully". The advantages of such a briefing are obvious: each manager would pay less for the received "know-how", and the consultant would be more consistently remunerated than in the case of individual meetings, if the information communicated is concrete and useful. All the difficulties associated with the implementation of such solutions are of organizational nature: the right specialists should be contacted, a proper seminar room should be found, the action of promoting the briefing and the invitation of potential interested persons should be organized, the fees should be counted so that all the expenses are covered, etc. A dynamic and convincing person could initiate the activity of organizing the briefing.

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