
Skillful Negotiation

Trainer: Mark Edwards / Svenja Neupert

Duration: 2 days

Language: English



Excellent preparation for making key agreements

Using negotiation skills in an international or inter-disciplinary context is an art.

Learn the fundamentals of negotiation principles and how to apply them in a variety of cultural contexts.

Content

- Basics of negotiation following the Win-Win Principle
- Clarification of purpose, interests and offer
- Room for negotiation
- Early recognition of strategies and tactics
- Question techniques and phraseology, dynamic tools for breaking deadlock situations
- The enriching quality of diversity – cross-cultural understanding of negotiation styles.

Methods

The seminar comprises inspirational input, exercises, small group work and group discussion. A lively learning atmosphere is created, and sustainable results obtained. In practical role-plays, improve and learn to flex your negotiating skills.