



World-Class Negotiations

A Negotiation Skills Workshop

Course Description

World-Class Negotiations offers an in-depth, step-by-step guide to effective negotiating in English. The workshop focuses on actual business situations involving all types of corporate customers, both in the marketplace and in-house.

Target Audience

All managers, salespeople, buyers and other employees, who need to influence clients, suppliers, colleagues, and other international partners through negotiation in English.

Objectives

Participants will learn to:

- prepare their negotiations and formulate strategies for success
- identify different negotiating styles
- adapt techniques to other cultures and languages
- assess the balance of power and authority
- set attainable goals and objectives
- control the situation
- separate the people from the problem
- seek and find creative solutions to complicated problems
- recognize, utilize and react to a host of negotiating tactics
- control time and emotions
- handle telephone negotiations
- effectively break deadlocks
- foster long-term, constructive, business relationships

...all while working in intensive,
negotiating situations.

Duration of the session: 2 days
Number of participants: 9 maximum
Working languages: English or French



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