



Negotiating in an International Environment

Program Content

The Balance between offer and demand has always conditioned how we approach the negotiating table. Negotiating is a power game which like chess is based on a few proven techniques, ploys and strategies. However the real key to successful negotiations lies in our powers of observation and our capacity to outmaneuver the adversary by evaluating potential risks, costs and threats. What are the skills which make a good negotiator? What are the intercultural keys which enable us to unlock unfamiliar mind-sets and understand the cards we really have in hand? These are today's real challenges.

Berlitz invites you to discover new techniques of behavioral observation, appropriate negotiating strategies and provides you with those intercultural keys which can systematically transform you into a winner at the negotiating table.

Public

All managers and decision makers working on an international level who wish to either acquire or improve their skills leading negotiations whatever their function, thereby gaining in ease, efficiency and fluidity.

Program Objectives

- Identify different styles of negotiation strategies and tactics according to circumstances
- Leading an objective led round of negotiations and evaluating risk
- Providing tools aimed at formalizing appropriate negotiating techniques and strategies
- Acquiring & developing the skills and mind set of a good international negotiator
- Providing keys and tools (BSAT) to decipher our opponents approach
- Greater ease in English and specialized negotiations vocabulary

Pedagogical approach

Contributions from both the consultant and other members of the group. Self analysis of performances, double level of feedback (consultant + group), exchanges, directed discussions, workshops, role plays, mini case studies, etc.

Having completed this course the participant will

- Be more apt to prepare and formalize an appropriate approach to the negotiating table
- Be capable of ranking negotiating issues, translating and evaluating them in terms of risk and costs
- Optimize appropriate negotiating strategies according to context objectives and circumstances
- Understand better how one's own behavioral profile may be perceived by the other party