

Successful Business Negotiation (in English)

How to professionally negotiate with international suppliers and customers

Nutzen

This training is recommended for business people who need to have the necessary skill set/skills for internal/external negotiations and want to reflect, improve and extend their negotiating skills. Get armed with the effective, powerful negotiating skills that prevent stubborn haggling and ensure mutual problem-solving. „Getting To Yes” - the Harvard Concept presents five easily remembered principles that will guide you to results that will benefit both sides' needs and guarantee long-lasting relationships.

Zielgruppe

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Veranstaltungsinhalt im Überblick

You will learn how to strengthen your negotiation position through pre-negotiation preparation, how to lead the negotiation itself by knowing personal biases and cultural differences and how to transform competition into cooperation and opponents into partners.

- Understanding the interests, positions, and goals of all parties
- Dealing with difficult people and challenging relationships
- Improving communication by listening and asking questions
- Making offers at the right time and in the right way
- Recognizing when to walk away from the table

Veranstalter

IHK Akademie für München und Oberbayern

Die Veranstaltung enthält folgende Termine

1. Termin

Datum

15.10.2019 - 16.10.2019

Ort

Westerham bei München

freie Plätze

Plätze frei

Dauer

2 Tage

Termininformationen

9 am till 4 pm

Preisinformationen

The seminar price includes:

Seminar documents

3-course lunch with salad buffet incl. Drinks

Conference drinks in the seminar room

Coffee, tea, soft drinks in the breaks

1 nights with breakfast and dinner incl. drinks

Organisatorische Hinweise

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3-course lunch with salad buffet incl. Drinks

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Veranstaltungskurzzeichen

F-56-264-18-03

Preis

1.250,00 €

Veranstaltungsinhalt im Detail

The Harvard Concept presents five principles that will guide you to results that will benefit both sides' needs and guarantee long lasting relationships. It is backed by years of research and real-world success. You will practice on your own examples of daily business, try alternative approaches and get personal feedback. You will learn how to improve your bargaining and persuasion power in order to develop the best strategy for each situation and how to manage the reactions and emotions that may arise on both sides.

This 5-step-approach will guide you step-by-step to achieve WIN-WIN results.

- Maximizing opportunity through professional pre-negotiation preparation
- Understanding the interests, priorities, and goals of all parties
- Knowing how cultural differences impact international negotiations
- Dealing with irrational people and challenging relationships
- Improving communication by active listening and asking questions
- Making offers at the right time and in the right way
- Transforming competition into cooperation – and opponents into partners
- Recognizing when to walk away from the table

Methoden

Mix of classroom teaching and practical exercises, discussions and case-studies of negotiations, close to the participants' daily life, role-plays with video-analysis.

Gesamtsumme

1.250,00 €

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