Effective Negotiations

This practical, skill-based workshop is designed to develop and improve your English negotiating language and vocabulary. We will also pay attention to important intercultural aspects when negotiating with international partners.

Content
It will cover the following topics (according to the participants needs):

- Building relationships
- Setting objectives
- Questioning and clarifying
- Making a proposal/counterproposal
- Expressing agreement and disagreement
- Negotiating a tricky situation
- Finalizing the agreement
- Understanding intercultural aspects of negotiation
- Language skills (Vocabulary: Useful phrases for negotiations and for relationship-building)

Featuring dynamic lectures, negotiation roleplay and other skill-building exercises, facilitated small group discussions, videotaping when necessary, and other personal coaching, this programme is designed to actively involve participants in the learning process.

Please note
This workshop does not address the negotiation skills themselves but rather the complex language required in negotiating.

This course will be held in a B2-C1 English level

**When**
- 30.11.2020 09:00 - 17:00
- 01.12.2020 09:00 - 17:00

**Book here**