

## 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](#)