

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.

Trainer: Kristina Vella

This course will be held in a B2-C1 English level and with on-site attendance. It would have to be postponed, depending on the pandemic situation.

WHEN

24.06.2021 09:00 - 17:00

25.06.2021 09:00 - 17:00

[BOOK HERE](#)