

Live-Online-Training: Successful in International Negotiations

Communicating and convincing in virtual negotiation situations

“Successful negotiation is 10 percent analysis and 90 percent psychoanalysis.”

Even if we are negotiating in the same spoken language, how do I apply my skills and insights when my partner has a different cultural background, and with that, a different negotiation style and expectations?

Your Benefit:

Successful international negotiations emphasize cultural appreciation and at its core, strong communication. By developing strategies of preparedness, knowledge and skills, this training will equip you with the skills and solid closing techniques that are essential for every international negotiation. The training provides you with effective strategies and systematic approaches to improve your results.

Contents

- Excellence in preparing negotiations (first steps, power assessment, own interest & targets, preparation of arguments, checklists)
- Communicating Motivations: Finding the Common Language, success factors for presentations and negotiating meetings
- Negotiation skills and questioning techniques
- The techniques and strategies of negotiation
- Resistance that keeps the customer from negotiating
- Rules for concessions
- Avoiding typical mistakes
- The 8 Steps of conflicts
- Psychological mechanisms and barriers in difficult decisions
- Excellence in body language especially in online settings
- Intercultural impact in negotiations

Target group

All who work in an international setting and negotiates with international partners.

Methods

Our Live-Online-Trainings are designed for, and rely on, active participation to ensure a quality learning experience. Group discussions and debate, problem-solving in small groups or pairs, role-playing and assessments are just a few examples of the methods used in this course.

Format

- Live online training: 2 days
- Time: 9 a.m. to 5 p.m.

You also have access to accompanying documents such as photo log, hand-out, feedback sheet etc. via our ime learning environment.

Technical information

To participate in the training on your PC or notebook, you need a stable internet connection, an up-to-date browser, a camera and a microphone; a headset is ideal.

We do not recommend participation with a smartphone or tablet.

To ensure that you can concentrate fully on the training from the start, we strongly recommend that you take part in the technical check. Should any difficulties arise, e.g. with sound and/or image, they can be checked and fixed before the training.

Training No. **EN06**

All current dates and prices can be found here: [Live-Online-Training: Successful in International Negotiations](#)