

Dynamic Negotiation® - negotiate successfully

Successful negotiation is more than good strategy, tactics and charm. It's an art that sets our whole personality in motion. Don't leave your negotiation success to chance! This hands-on training is for those who want to enrich and optimise their negotiation skills.

Goals

- You know how to interpret your counterpart's body language and how to use your own effectively
- You are able to analyse and penetrate the strategies and tactics of difficult negotiation partners
- You optimise your quick-wittedness with our HOT SEAT challenge
- You gain aplomb, increase your presence and learn how to conclude negotiations

Contents

- The five phases of negotiation
- The Harvard concept at a glance
- Applied negotiation concepts by swiss management training
- Arguments that convince
- "He who asks, leads."
- Win-win strategies
- HOT SEAT – if you persist, you'll never be dismissed!

Methodology

Dynamic Negotiation® is an interactive 2-day workshop with numerous case studies and negotiation simulations. Participants receive individual feedback from the trainer with video analysis.

Target Group

- Executive and product managers
- HR officers and personnel
- Purchasing managers, controllers, quality managers
- Management and process consultants
- Team and project leaders
- Professors, lecturers at universities and colleges
- Freelancers who want and need to negotiate successfully

Scope

- Dates as per calendar
- 7 participants
- Duration: 2 days (14 hours)
- Trainer: Erik Leibundgut & Jakob Müller
- PMP-certified participants can claim 14 PDUs

Preis

CHF 1,950 excl. VAT, subject to change

Included in the price are documentation, video material, lunch and snacks

Course description	Course date	Course time	Day/s	Location	Course language	Comment
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Currently there are no events.