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Efficient conduct of negotiations

2 Days

You learn to act competent within negotiations. You see through manipulative techniques of negotiating partners and are able to deal with them even-tempered. Your negotiating results improve radically without compromising the negotiating partner.

- How to use the negotiating phases of the Harvard concept for your negotiations
- How to bargain and to avoid position fights
- Dealing with conflicts within negotiations
- Dealing severely with objects and being „mild to persons“
- Avoiding blackouts by good preparation
- Using language, body language and good arguments for your own benefit

Target Group

Executives and employees that want to improve their negotiating skills and results.

Comments