

Negotiation Training – Agenda

Training Agenda

“Successful Negotiation Techniques (2 Days)”

6th – 7th December 2018, 9:30am-5:30pm, Shanghai

Course Overview

The Basic course introduces analytical tools that help the course participants design their negotiation strategy, identify differing interests between the negotiation partners and use them constructively to achieve wise and sustainable agreements. The course closes with insights on how to efficiently structure a negotiation and manage negotiation teams.

Content Overview

- The fundamental mindset of a professional Negotiator
- Negotiation strategy
- Negotiation tactics
- DISC negotiation personality analysis
- Negotiation teams
- Effective communication techniques for negotiation
- Negotiation cases and role plays

Day 1	
Morning Session	<p><u>Introduction to the course</u></p> <p><u>Presentation:</u> Persuasion vs. Negotiation</p> <p style="text-align: center;"><i>Coffee Break</i></p> <p><u>Presentation:</u> Negotiation Strategy Part 1</p>
	<i>Lunch</i>
	<p><u>Presentation:</u> Negotiation Strategy Part 2</p> <ul style="list-style-type: none"> ▪ Case preparation: Cantine Case <p style="text-align: center;"><i>Coffee Break</i></p> <p><u>Presentation:</u> Negotiation Tactics</p> <p style="text-align: center;"><i>Coffee Break</i></p> <p><u>Case execution:</u> Cantine Case</p> <p style="text-align: center;"><i>Coffee Break</i></p> <p><u>Selection of difficult negotiation cases</u></p> <p><u>Summary and wrap-up</u></p>
Afternoon Session	



	Day 2
Morning Session	<p>Warm-up: PTs repeat the BIG IDEAS of day 1</p> <p style="text-align: center;">Coffee Break</p> <p>Trainer input: Team Management</p>
	Lunch
Afternoon Session	<p>Case 3: GlobeTECH (Part 2)</p> <p style="text-align: center;">Coffee Break</p> <p>Group work: Difficult negotiation cases</p> <p style="text-align: center;">Coffee Break</p> <p>Summary and wrap-up (incl. critical rules)</p>