

Negotiation Strategies

Target group

- Employees working in international environments where the working language is English.
- Employees, employee representatives, line managers, project managers, supply chain managers, regional managers and all those involved in complex multi-issue negotiations.
- Employees who wish to improve their negotiation planning, analysis and persuasion skills.

Course Goals

Negotiation is a core skill for employees who represent their institutions or the institution's employees; and those with project or line management functions. In an increasingly complex international environment both within the organisation and in relation to external partners, the ability to develop a negotiation strategy which reconciles the interests of the parties involved and implement this strategy is ever more critical.

The course aims to equip participants with a range of strategies and practices to improve their effectiveness in planning and managing international and intercultural negotiations through the application of lessons learned through key research and expert practice; to develop confidence and skills in conducting negotiations with international partners in English; and to equip participants with the skills to generate additional value for themselves and their counterparts through improved negotiation skills.

Content

- Developing Integrative (Win-Win) Negotiation Strategies
- Negotiation Analysis - Understanding the Structure of a Negotiation
- Developing a Negotiation Strategy to Reconcile Interests
- Developing Persuasive Arguments
- Rights, Power and Interests in Negotiations
- Psychological and Cognitive Biases
- Intercultural Issues In Negotiation

Coach

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Date, Time and Location

Arbitrary

Costs

For members / non-members CHF 2800