

€ TRAINING

Negotiating Across Cultures



28 November -
2 December 2021
Kuala Lumpur (Malaysia)
Royale chulan hotel



Negotiating Across Cultures

REF: M1157 DATE: 28 November - 2 December 2021 Venue: Kuala Lumpur (Malaysia) - Royale chulan hotel Fee: 4500 Euro

Introduction:

Cross-Cultural Negotiation training is aimed at business personnel either traveling abroad for negotiations or hosting clients/customers from abroad. We provide you with key information on approaches to, tactics in and etiquette surrounding negotiation.

Course Objectives:

At the end of this course the participants will be able to:

- Gain self-awareness of their personal negotiation and conflict management style
- Understand the key analysis of the negotiation and conflict process
- Learn how to achieve collaborative value-adding negotiation results
- Expand their range of negotiating skills and strategies
- Be able to use a three-step planning guide to analyze and prepare for a negotiation
- Develop the ability to mediate their own disputes and negotiations and to become a more skilled and effective negotiator

Targeted Audience:

- Negotiate with international clients, partners, and suppliers
- Are part of an international project team
- Are involved in international joint ventures, mergers, and acquisitions

Course Outlines:

- Key negotiation styles and strategies
- Cultural implications of negotiating across cultures
- Communication styles for international negotiations
- A step-by-step approach to international negotiations
- Adapting your English for an international context
- The use of humor in negotiation
- Culture clash and how to avoid failed negotiations