

## Our training at a glance

# Develop your negotiation skills in an international environment: *Getting faster to "Yes"*

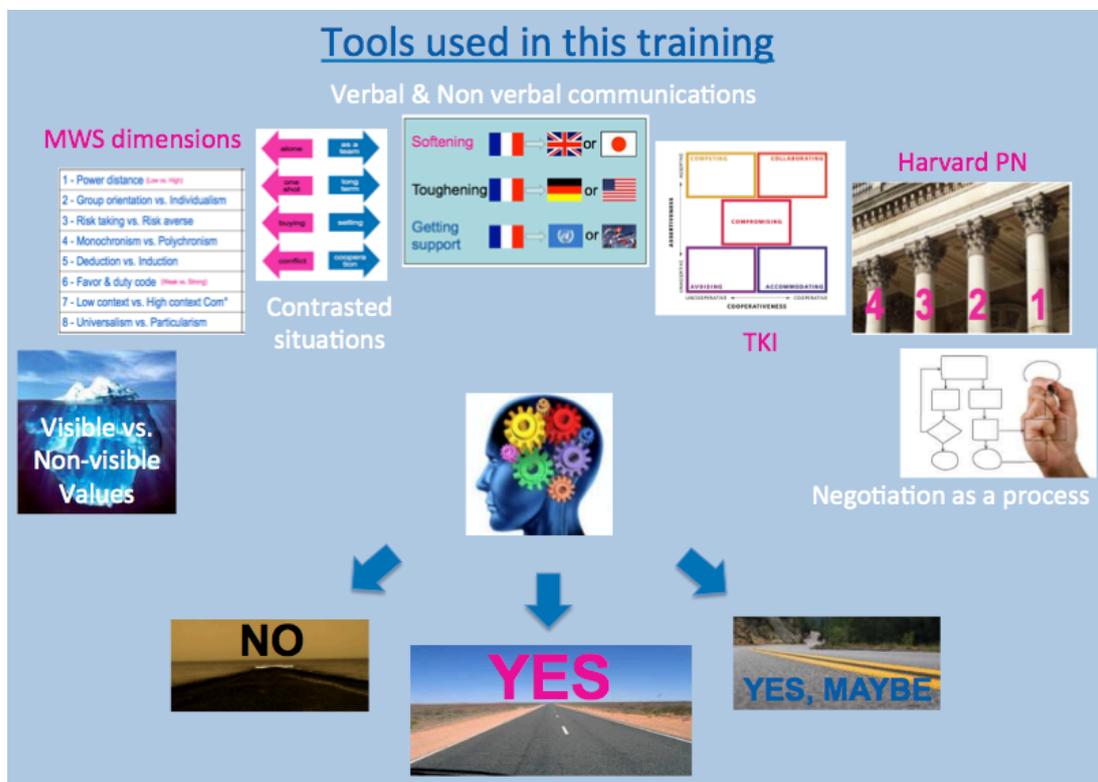
**Objective:** Developing skills of participants having to negotiate with counterparts / partners of various nationalities and cultures

**Persons / functions aimed at:**

- International sales team members / account managers
- Negotiation team members during a merger, an acquisition or launch of a partnership
- International buyers

NB: please note that participants will be sharing their experience with people from other companies.

**Training methods:** highly action-oriented with role-plays using video and powerful tools. Please, see the detailed program on the following pages



**Training language:** English

**Place:** Hotel Crowne Plaza\*\*\*\*, place de la république, Paris

**Price:** 1500 € (H.T.) per participant all included (including 2 meals at lunch time)

**Dates of session:**

- 2 & 3 February 2016, Tuesday & Wednesday

**Registration deadline:**

- 8 January

**Senior trainer / Facilitator:** Laurent Lepez, Managing Partner, Managing Worldwide Skills



With more than 20 years in various corporate environments, Laurent is a seasoned negotiator and manager. He has been involved in several M&A's, launches of partnerships and negotiations to gain approval from government bodies for various countries. For the following 10 years, he has been teaching and training in sales and management related fields. With his experience in Japan, the USA, India, and most of the European countries, he offers a combination of powerful tools and real-life examples in his trainings that enable participants to effectively apply the learning outcomes in their jobs from the next day.

**Detailed program (2 days)**

TIMING		Day 1
9:00 - 9:30		Introduction: presentations, training content and objectives
9:30 - 10:10		<b>Case study and Role play 1</b> preparation role play video rewind and analysis
10:10 - 10:50		<b>I - Observing a negotiation: the visible and the reality</b> attitudes and their drivers underlying values and psychological needs impact of the international environment?
10:50 - 11:10		Coffee break
11:10 - 13:00		<b>II - Cultural dimensions: understanding and influencing in an international framework</b>
13:00 - 14:30		Lunch
14:30 - 14:45		<b>Self-assessment-Step 1- "My values and my preferences as a negotiator"</b>
14:45 - 15:30		<b>III - International negotiation: exploring several contrasted situations</b> alone or as a team? several kinds of "yes": what is the one you need? buying or selling? the spectrum "conflicting vs. fairly cooperative environments"
15:30 - 16:00		<b>IV - Fairly cooperative situations: getting faster to "yes"</b> lessons from your past experience: do's and don'ts best practices: do's and don'ts
16:00 - 16:20		Coffee break
16:20 - 17:00		<b>Case study and Role play 2</b> preparation role play video rewind and analysis
17:00 - 18:00		Learning from the previous negotiation: points and skills clearly demonstrated how we could have gone faster to "yes"
18:00		end of day 1

TIMING		Day 2
9:00 - 9:30	Introduction, objectives and refresher of day 1	
9:30 - 10:50	<b>V - Communicating effectively across cultures</b> Verbal and Non-verbal communication learning how to read in different cultures and personalities what does "Yes" mean in different part of the world? learning how to make it evident to everyone that you are listening how to make sure a "Yes" really means "Yes" all over the world? <b>Self-assessment-Step 2- "My communication style"</b> When necessary, softening your communication When necessary, toughening and making your points clearer Triggering sympathy, gaining support	
10:50 - 11:10	Coffee break	
11:10 - 13:00	<b>VI - Conflicting situations: the fastest way to "yes"</b> <b>Self-assessment-Step 3- "My attitude towards conflict"</b> Several styles in conflicting situations: cost, benefits. Conflicting situations and yourself	
13:00 - 14:30	Lunch	
14:30 - 16:00	<b>Case study and Role play 3</b> preparation role play video rewind and analysis	
16:00 - 16:20	Coffee break	
16:20 - 17:00	<b>VII - the 4 pillars of the principled negotiation</b> identifying the one that impacts most your professional goals identifying the one where you have room for improvement	
17:00 - 17:45	<b>VIII - Negotiation as a process</b> "individual work" vs. "team work" in the international environment "external influencing factors" in the international environment <b>My action plan - "Skills I have to develop as a negotiator in my environment"</b>	
17:45 - 18:00	Debriefing of day 2 and Satisfaction questionnaires about the seminar	
18:00	end of day 2 and seminar	

### Registration procedure:

Please send an email to [registration@managingworldwideskills.com](mailto:registration@managingworldwideskills.com) with the following information:

- name of session you register - SFEB16
- participant's name
- participant's function
- your name (if different)
- your function
- your company/entity legal name (for invoicing purposes)

A "training convention" and an invoice will be sent to you soon after your registration email.

\*Each participant takes a Thomas-Kilmann Conflict Mode Instrument (TKI) assessment and receives an official, personalized report.

