

Course: Negotiating International Deals

This course is organised by swiTT in association with the Swiss Biotech Association (SBA) and operated by Canning International Training and Development.

Aims

The aims of the course are to:

- Give you a structured approach to prepare for negotiations
- Remove any weaknesses in your negotiating style
- Enable you to negotiate effectively with different cultures

Content

- Appreciate the need for a Win:Win approach to negotiation
- Examine how culture can radically affect people's negotiating approach
- Discover how to prepare for a negotiation in an international context
- Identify the "Seven Key Tactics"
- Practise the "Fourteen Key Negotiating Skills"
- Learn the games different people play and how to handle them

Course Language

English

Registration

Fill in the registration form or contact switt@switt.ch

Program Outline

• Day 1: 09.00 – 17.00

Introduction

Course Outline - Where are we starting from?

A Negotiation Model: The Negamid!

Target Preparation Table: B.A.T.N.A.

How to plan for the unexpected

• Day 2: 09.00 – 17.00

5 Doors of Cultures

Meeting Management

Conflict Management

Handling dirty tricks

Re-negotiation Case

Course Dates

• Course 1: March 13-14, 2012

• Course 2: March 15-16, 2012

Event Venue

Hotel Holiday Inn Bern Westside, www.holidayinn.com/bernwestside
Riedbachstrasse 96, 3027 Bern

Course Costs

CHF 1'600 for swiTT and SBA members

CHF 2'050 for non-members

Costs include conference material, coffee breaks, lunch, dinner on day 1.

Hotel rooms are available but not included. (CHF 260.00 per night) including breakfast and all hotel infrastructure

Course Instructor: Dominic Friel, Canning

Dominic Friel is a member of Canning's International Training and Development team, and specializes in running presentation and negotiation skills seminars across a wide range of sectors, from Aeronautic to Pharmaceutical.

Clients he works regularly for include:

Munich Re, Airbus, EADS, Roche, Bayer and Schneider Electric.

Event Partners