

## Event Information and Registration Form

### swiTT Academy Event: Canning Negotiation Course

November 24 & 25, 2026 – Welle7, Bern

#### Aims

There are many ways of getting to a deal. You can bully, impose, or persuade. You can even fight over benchmarks and data. Or you can negotiate. This negotiation course helps you to achieve movement: getting your partners to move and managing your own movement.

#### Program outline

- Equip you with the skills, confidence and flexibility you need to negotiate effectively
- Enable you to prepare for negotiations with a simple, comprehensive Negotiation Model
- Help you to get the best out of your partners, by developing skills which stimulate co-operation, and which lead to long-lasting partnerships

#### Location, Date & Time

Welle 7, 3000 Bern  
Tuesday & Wednesday,  
November 24 & 25, 2026  
09:00 – 17:00 h

#### Hotel (not included)

Proposal:

- Hotel The Bristol, nearby
- Hotel Savoy, nearby

#### Catering

Lunches and joint dinner on Tuesday evening at 18:00 h is included in registration fee. Restaurants will be announced.

#### Fees

CHF 1'650 swiTT-members  
CHF 1'950 non-members

#### Language

English

#### Speaker

Jamie Agnew, Canning

#### Website

<https://switt.ch/events>  
<https://www.canning.com>

#### Registration

Name

Organisation

Billing-Address

Phone

E-Mail

Special food requirements

Please send by email to [office@switt.ch](mailto:office@switt.ch). Upon receipt of the registration, you will receive a confirmation and the invoice.