

EFFECTIVE NEGOTIATIONS



DISCOVER

Effective Negotiations trainings are designed to highlight strategies, tools and techniques for those wishing to be effective when negotiating. It offers the necessary tools to turn disputes into deals, to resolve problems and create a pathway that leads to collaboration.



AUDIENCE

Our programs are designed for professionals who need to develop negotiations skills. TransPerfect Training programs can address the needs of anyone within an organization who is expected to negotiate with clients or other employees.



BENEFITS

- Follow tailor made workshops according to role in an organization, function and personal characteristics.
- Improve work-related negotiating skills.
- Understand and become accustomed to successful negotiation strategies, tactics and tools.
- Become aware of cultural differences and be able to negotiate effectively in a multi-cultural environment.
- Acquire hands-on practice, enabling learners to strengthen weak points and preparing them for succeed.

As a result, in this program, participants will cover different modules:

- Module 1: Interpersonal Negotiation Skills: Getting a deep understanding of their preferences and how it impacts their behaviour and the way they can be perceived in a work environment. (TTI Success Insight)
- Module 2: Negotiating across cultures: Based on the Cultural Orientation Framework assessment and interactive exercises, match your negotiation approach with the situation, type of relationship required and realistic objectives
- Module 3: Negotiations in motion: Using game theory to structure the best approach and anticipate a plan B
- Module 4: Planning and managing: Tactics to bargain, open, explore and close deals.