

Negotiation Training

Negotiation is a central key competence, in private as well as in professional life. "Everybody negotiates something every day" is the introductory formula of the book "Getting To Yes" (1981) by William Ury and Roger Fisher, which made the Harvard concept of issue-based negotiation known to a broad public.

The bottom line is that resolving conflicts constructively and amicably is of paramount importance for maintaining good long-term relationships with friends, business partners and adversaries.

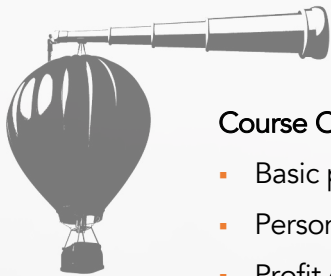
Introductory Course: Negotiate Cleverly & Better

What do you learn in the course?

Participants receive an overview of theories, different approaches and methods of negotiation. They learn to assess and analyze themselves and the personalities of their counterparts and to use intuitive approaches to resolve conflicts peacefully in the interest of all.

Who is the course for?

The introductory course is designed for people of all ages from all professions who want to improve their negotiation skills and negotiation results while maintaining good relations with the other side. The only prerequisites are curiosity and interest in an exciting subject.



Course Content

- Basic principles of negotiation
- Personality & Emotions
- Profit oriented negotiation of positions
- Harvard Method of Fact-Oriented Negotiation
- ZOPA & BATNA
- Negotiating in dead-end situations (must-win situations)

We teach all methods through practical exercises based on concrete and current issues. Participants receive a handout with the methods used and exercises to take home.

Location
Frankfurt am Main/ Online

Language
English or German

Time Frame
1 Day

Price
295€

We raised your interest? Get in touch with us!



Contact

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