

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.

Professional Course: Deepening Knowledge & Managing Negotiations

What do you learn in the course?

Participants will gain comprehensive knowledge of negotiation as a scientific subject, in-depth knowledge of different approaches and techniques, and the necessary tools for profound self-assessment and analysis of the other side.

Who is the course for?

The advanced course is primarily aimed at people who have already acquired basic knowledge of negotiation - both practical and theoretical - and would like to build on this and delve deeper into the subject matter.



Course Content

- The essence of negotiating
- Profit oriented negotiation of positions
- Harvard method of fact-based negotiation: ZOPA & BATNA
- Negotiating in dead-end situations (must-win situations)
- Role of emotions & cultures
- Several hours of simulation of a realistic case for practical application of what has been learned
- PIN model

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

2 Days

Price

750€

We raised your interest? Get in touch with us!



Contact

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