



SUCCESSFUL NEGOTIATIONS

A framework for better deals



COURSE OUTLINE

- **The negotiating framework**
- **The phases of negotiation**
- **Preparation**
- **Cultural considerations**
- **Exploration**
- **Bidding**
- **Lateral v. Vertical & Bidding and Bargaining**
- **Procedural Control**
- **Haggling and Time**
- **Bargaining and Settling**
- **Relationships and Concessions**



**2-day seminar
putting into practice
all the theory of international
negotiating in a series
of interactive exercises and
roleplays.**



- ✓ **3 hours of digital learning to acquire the theory underlying the negotiating model**



- ✓ **For the next 11 months, you will receive regular on-line input on negotiating**
- ✓ **First course immediately after the seminar – Tactical toolbox**
- ✓ **Discussion forum on negotiating**
- ✓ **Unlimited access to the digital learning platform to continue broadening and deepening your skills and knowledge of negotiating**

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NUMBER OF PARTICIPANTS

6 -10 people



LENGTH OF COURSE

2 days: 9.00 – 12.30, lunch with the trainer, 13.30 - 17.00



TARGET POPULATION

Business negotiators who need a clear, structured, repeatable negotiating framework for all types of deals.



LEVEL OF ENGLISH REQUIRED

B2 minimum (CERL)

OBJECTIVES

To make YOUR participation in negotiations more effective by:

- helping you understand the **PROCESS** of negotiating better
- helping you to **CONTROL** the process
- developing your **SKILLS** in negotiating
- Improving your personal **EFFECTIVENESS** in communicationg

CONTENT

Day 1

9.00	Negotiation questionnaire and discussion
9.15	Review of the global negotiating model
9.30	Understanding others' needs – personality analysis
10.00	Creating the right climate
	Agreeing on procedure
	Seating plans
10.15	Roleplay 1: The Software project
	Preparation; Filming of 45-min roleplay; 360° feedback
12.15	4-minute original video of "The Software Project"
	Feedback and international considerations
12.30	LUNCH
13.30	Review of negotiation preparations A4/A5/A6
	Opening statements and questions
	Exploration, bidding, bargaining and settling
14.00	Roleplay 2: "Scrap Zinc"
	Preparation; Filming of 45-min roleplay; 360° feedback
16.00	4-minute original video of "Scrap Zinc"
	Feedback and international considerations
16.15-17.00	Case studies/Participant experiences: 40-minute session where attendees look at case studies and discuss real-life negotiations in the framework of the model taught. 5-minute summary of day 1

Day 2

8.30	Review of the preparation checklist
	Team negotiating
	The tactics toolbox
9.00	Roleplay 3: "The pipeline project"
	Preparation; Filming of 45-min roleplay; 360° feedback
11.00	4-minute original video of "The Pipeline Project"
	Feedback and international considerations
12.00	LUNCH
13.00	Review of following up on negotiations
	Consolidation of the global model
13.30	Roleplay 4: "The Department Store project"
	Preparation; Filming of 45-min roleplay; 360° feedback
15.30	Selected case studies
	Feedback and international considerations
16.15-17.00	Case studies/Participant experiences: 40-minute session where attendees look at case studies and discuss real-life negotiations in the framework of the model taught. 5-minute summary of day 2



Facilities required :

1 main training room

+ 1 small room for sub-group activities

Flipchart

Videoprojector

COURSE PRICE PER PARTICIPANT:	€ 900,00 (+VAT 20% where applicable)
TRAVEL	Europe – economy class standard flight
HOTEL & CATERING (if not Paris)	2/3 nights – Well-rated hotel including breakfast and dinner
Other costs	Taxis...

The extra costs relating to travel and hotel/catering vary between €600 and €1 200 per course in Europe depending on dates and destinations. A detailed quote can be sent on request

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