

Negotiating in English

In today's competitive marketplace, keen negotiating skills are increasingly important where successful negotiations require a highly complex set of skills. Transferring your negotiation skills to another language is yet more complex where nuance, body language and the subtleties of English play a vital role.

'Negotiating in English' will enable high level speakers of English to develop and refine their language skills from signposting and summarising techniques to specialist technical vocabulary to expressing disagreement.

Locations, Dates & Fees

Paris

12 February & 17 September

Individual Fee: €525 per delegate

Group Booking: €495 per delegate

All sessions are from 10am - 5pm with
one hour for lunch

Lunch & refreshments included

Please note that local taxes may apply



Benefits

This programme provides you with:

- More confident negotiation skills when liaising with English speaking clients and suppliers
- Reinforcement and development of the necessary specialist and functional language to carry out successful negotiations in English
- A greater understanding of the cultural influences affecting 'Anglo' negotiating styles

Who should attend

Anyone who:

- Is a non-native speaker working in an English speaking environment
- Negotiates regularly with English speaking clients and suppliers
- Would like to reinforce their language and negotiation skills for successful negotiating in English

Programme content

- Review of negotiation skills in your own language and culture
- Key language and terminology for more effective negotiation skills in English
- Understanding your counterparts' expectations
- Active listening skills
- Non-verbal communication as a negotiation skill
- How to close your negotiation
- Role play and practice