

Negotiating in English	
Duration	6 hours
Objective	For non-native English speakers, this programme aims to introduce and reinforce the language necessary for negotiating successfully in English.
Content	<p>Topics</p> <ul style="list-style-type: none"> • Understanding your audience - what makes them tick? • Relationship building • Creating and maintaining co-operation • Handling cross-cultural differences • Predicting obstacles and keeping the conversation moving • Agreeing procedures • Checking understanding • Introducing and checking objectives • Handling objectives and "standing your ground" • Generating and evaluating options • Making and reacting to proposals • Changing the course of a negotiation • Troubleshooting • Closing the deal
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