

Negotiate in an intercultural context

GENERAL OBJECTIVE OF THE TRAINING

Handle the different types of negotiations and maximize your persuasion skills, in an international and cross-cultural environment.

OBJECTIVES

- Identify the different types of negotiations.
- Handle the stakeholders' cross-cultural differences.
- Get prepared to negotiate.
- Articulate the different steps of the interaction process.
- Tariff negotiation.

PUBLIC CONCERNED

Anyone who needs to negotiate and sell something, in French or in English.

REQUIRED LEVEL

B1 level (or higher) in French or English.

No specific degree, qualification or certificate is required.

TERMS AND CONDITIONS

inter-company training:

Organisation : minimum of 4 and maximum of 8 applicants.

Delivery method : online.

Language : French or English.

Term : 14 hours (over 2 days).

Dates : please contact us.

Inter-company fee : 1,200 € (excl. VAT) per applicant.

Accessibility : online training, accessible to the disabled.

Set time limit after registration : 1 month.

Teaching resources : both theory and role-playing teaching with case studies and analysis tools.

Assessment: continuous assessment with tests, quizzes and simulations.

intra-company training:

Organisation : individual training or small group training.

Delivery method : face-to-face or online.

Language : French or English.

Term : 14 hours (over 2 days).

Intra-company fee : on demand, please contact us.

Accessibility : online training, or in your company. Please provide us information about accessibility to the disabled. Set time limit after registration : 1 month.

Teaching resources : both theory and role-playing teaching with case studies and analysis tools.

Assessment : continuous assessment with tests, quizzes and simulations.