

# 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:	intra-company training:
Organisation : minimum of 4 and maximum of 8 applicants.	Organisation : individual training or small group training.
Delivery method : online.	Delivery method : face-to-face or online.
Language : French or English.	Language : French or English.
Term : 14 hours (over 2 days).	Term : 14 hours (over 2 days).
Dates : please contact us.	Intra-company fee : on demand, 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.	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.

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Déclaration d'activité enregistrée sous le numéro 32 59 09457 59 auprès du préfet de région des Hauts-de-France Capital de 1 000,00 Euros - R.C.S Lille Métropole 831 636 063 - TVA Intracommunautaire FR 10831636063