

# **Tough Negotiations**

## **How to Sell Your Self in Tough Negotiation?**

### **What is in it for you?**

- How to manage yourself in a negotiating situation
- Overcoming difficult people
- Enhancing your negotiation skills to increase your proficiency and efficiency
- Avoiding traps by your difficult partner
- A problem-solving approach
- Developing interpersonal skills crucial to negotiating proactively
- Effectively handling aggressive tactics

### **Training content**

#### **Your final touch to a successful negotiation**

- Thorough preparation
- Aim for a win-win situation
- Concession rules
- Give a little and get a little at the same time
- Dealing with conflict
- Tough bargaining can be combined with the spirit of cooperation
  - The right language for business and personnel
  - Be prepared to deal with cultural differences
  - What to do after the negotiation to ensure final success

#### **Set up your goals and plan your negotiation time**

- As the saying goes: 'He who does not know where he wants to go, will never get there'
- What is the most important goal for you?
- What is actually negotiable?
- What are the alternatives and what do you want as compensation if you are to make a concession?

#### **Controlling negotiation conflicts**

- How to control negotiation climates
- Special strategies for handling conflict
- How to move people from no to yes
- Dealing with intercultural differences
- Dealing with aggressive emotions

#### **Practical advice**

- Learn to say „no”
- Watch for hidden signals
- Confirm and summarize
- After the negotiation make your 'to do list'

#### **Intercultural considerations**

- How to change your style with different cultures?