

High-Powered!

NEGOTIATIONS

The negotiating programme for those who need to negotiate with foreigners on a regular basis

Handling negotiations is a critical part of any deal. Yet few of us practise this invaluable skill and many may also not know the key phrases in English - and how to use them to maximum effect.

This is where **High-Powered! Negotiations** comes in. Held over two days, this interactive seminar takes participants through the critical stages of the negotiation and shows them how to handle the deal-derailers in English.

Led by our experienced consultants, Mr Philip Dunne and Mr Philip Williams, *High-Powered! Negotiations* helps your team overcome the many obstacles to achieving great outcomes from their business relationships.



Programme Details

Creating rapport :: Making opening statements :: Understanding and agreeing objectives :: 15 *high-powered!* questions :: Generating ideas in English :: Using co-operative language :: Clarifying in English :: Checking understanding :: Stating your position :: Setting out options and conditions :: Accepting and rejecting :: Managing disagreement :: Summarising :: Closing

The Feedback

“I had a lot of trouble negotiating with our suppliers in English, but thanks to this seminar I know it’s going to be a lot easier now”

“Thank you for your guidance on this programme and for video feedback - it was very helpful na ka”

“This was very educational and enjoyable too. I will use the Planner in my negotiation tomorrow!”

To find out more about this exciting seminar, please call our office on
(02) 6393550