



Effective business negotiations

Negotiation skills for excellent business results



results This is our top training seminar. It includes lots of practical exercises and focuses on how to implement what you learned during the seminar, effectively and methodically. This training seminar is highly recommended if you want to be successful in your negotiations. You will be working on challenging cases during three intensive, instructive and above all inspiring training days. You will learn about tools that you can use straight away.

Target group

You negotiate every day: privately, professionally, internally, externally, at all levels and in all companies. However, often such »discussions« are not seen as negotiations – and opportunities are missed. This intensive training seminar is aimed at employees and executives who have to negotiate internally and externally, and who want to be able to achieve their own goals and secure the interests of their company.



EN GARDE
Verhandlungstraining

Training content

- Apply the En GarDE NegotiationsChrono as a structural instrument
- Organise negotiation strategies with the En GarDE Strategic Planner (ESP)
- Differentiate important information from the unimportant fast, with the Fact Glasses
- Find your own aces and capitalise on their effect
- Establish an area for negotiation as the basis for a mutual agreement
- Consolidate your own input effectively using a four-way chain
- Get to know how to avoid unnecessary »gifts« and bad compromises in practice
- Recognise attacks in negotiations and parry them fast by using the »Smash Technique«
- Learn how to close the deal every time by bringing negotiations to a successful and binding conclusion
- Checklists and useful tools will be provided so that you can apply what you learned to your business negotiations
- Every participant receives a reference book entitled »The Professional Negotiator«

In-house training

In-house training seminars are available for groups of six or more.
You choose the date and location!

This training is also available in German: Besser verhandeln - mehr erreichen

Contact us. We will be delighted to advise you.

We are happy to advise you on the perfect training for you.



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