



En GardE Master Class

Mastering difficult negotiations



The optimal intermediate training, available exclusively for customers who have already participated in the En GardE training seminar »Effective Business Negotiations«. Some negotiations are more difficult than others; some discussion partners are extremely hard to crack. Moreover, time pressure, sudden environmental changes and tactical games can endanger the desired result. This intensive training makes you fit for particularly difficult negotiating situations.

Target group

For customers who have already participated in the »Effective Business Negotiations« seminar and who wish to hone their negotiation skills for particularly difficult negotiations.



EN GARDE
Verhandlungstraining

Training content

- Refreshing and consolidating NegotiationsChrono and ESP
- Dealing with three tactical categories: obstruction, attack, deception
- Negotiating under pressure: bluff, time pressure and ultimatum
- Managing excessive demands and »take it or leave it«, particularly with monopolists
- Elegant question techniques for intervention and information
- How to deal with personal and unfair attacks
- Handle positions set in cement and blockades quickly and correctly
- Build cooperation and attachments by means of the »four fantastic questions«
- Checklists and tools for secure practice transfer

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: En GardE Master Class

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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