



## **E F F E C T I V E B U S I N E S S N E G O T I A T I O N S**

*Negotiation skills for excellent business results*

2-day express training programme – in English

**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.

We offer this two-day "Business Express" seminar for all participants who have a maximum of two days free for training and who wish to concentrate on En GardE's training focus, the five chronobiological phases.

In contrast to the intensive training seminar participants will negotiate eight instead of 12 practical cases, leaving out the "Mastering complex (multilateral) negotiations" module.

### **TRAINING CONTENT**

- Apply the En GardE NegotiationsChrono as a structural instrument
- Organise negotiation strategies with the En GardE Strategic Planner
- 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: Accomplish More with Better Negotiation«, published by Linde
- The negotiation app, developed for iOS and Android, combines tools and fast expertise

### **TARGET GROUPS**

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.

**GERMAN** - Besser verhandeln - mehr erreichen, Express: 2 Tage

### **DATES, LOCATIONS, PRICES**

Please refer to [www.engage-training.com](http://www.engage-training.com)

#### **REGISTRATION & QUESTIONS AUSTRIA**

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