

INTERNATIONAL NEGOTIATION

JEAN-PHILIPPE BERQUE

☎ *Performing to the best of your ability as a global negotiator*

COURSE OUTCOME

A proven, easily applicable and tailor-made method to enable you to perform to the best of your ability as a negotiator. Become a successful negotiator by using a performant negotiating strategy. Explore interests, predict conflicts and reach win-win solutions. Go through a relevant negotiation process to reach mutually acceptable deals and get valuable insights into different cultural negotiating styles.



Method developed with the contribution of numerous experienced multinational negotiating teams.

TEACHING METHOD

Bilingual “à la carte” teaching in French and/or English with interaction, role-play, case study and workshops validating the acquisition of skills. A conference on this subject is also available.

COURSE OUTLINE

The course includes 3 parts:

1. Understanding negotiating outcomes, styles and skills

- Identifying the stakes and players in a negotiation. Being aware of opportunities and threats in global negotiation.
- Evaluating your weak and strong points as a negotiator and their impact.

2. Developing 5 relevant steps and negotiation powers – mastering an efficient and proven 5-stage negotiation process

- Preparing a strategy via “red-teaming simulation”.
- Building confidence via cross-cultural interaction.
- Sharing motivation by exploration of interest and risk-taking techniques.
- Bargaining via persuasion and conflict-management.
- Closing a deal thanks to effective time-management.

3. Elaborating an effective strategy

- Developing a winning strategy with imaginative, integrative, distributive or supportive solutions. Providing successful tactics for responding to negotiation deadlocks – *Position, principle, interest, ZOPA, BATNA and breaking point*.
- Profiling negotiating teams by integrating cross-cultural differences. Mapping cultural negotiation profiles to achieve successful deals (using a unique reference table).

AVAILABLE FORMATS

- A three-day course in 3 consecutive or separate days.

TARGET AUDIENCE

Designed for anyone whose work involves global negotiation, conflict-management or persuasion with individuals in groups from all sectors, including the public and private sectors.

COURSE FEE

Contact us.

RECOMMENDED READING

- J.-P. BERQUE, *Global Business Negotiation Summary*, handbook, 2015.

jpbmanagement.com