

Negotiating effectively in English

MK355

Negotiations are one of the most important parts of the day-to-day business of research managers and administrators in terms of setting up cooperations, getting funding and supporting research & development projects. This course is based on the Harvard strategy. It delivers both the theoretical background and practical tools for successful negotiations. These techniques apply both to internal negotiations with colleagues and to negotiations with external partners.

The aims of this course are to gain more confidence when negotiating in English, widen the range of negotiation techniques, practise interest based negotiations and learn how to handle difficult situations more effectively. There will be a strong focus on personal feedback.

The following topics will be covered:

- Planning and preparation
- Hard and soft negotiation techniques
- Avoiding the position trap
- Dealing with issues, not personalities
- Seeking win-win outcomes
- Using objective facts and standards
- Dealing with difficult situations and people
- Understanding negotiation processes.

The course is designed for all people who are involved in negotiations.

The course takes place in a hotel in Karlsruhe.

Duration: 2 days

TERMINE, PREISE UND BUCHUNGSMÖGLICHKEIT

↗ [zur aktuellen Terminübersicht mit Preisangabe und Buchungsmöglichkeit](#)

Geplante Termine:

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Kurspreis⁽¹⁾: 995 EUR

(1) Änderungen vorbehalten

KONTAKT UND BERATUNG

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INFORMATIONEN

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↗ [Übersicht Themenbereich](#)

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