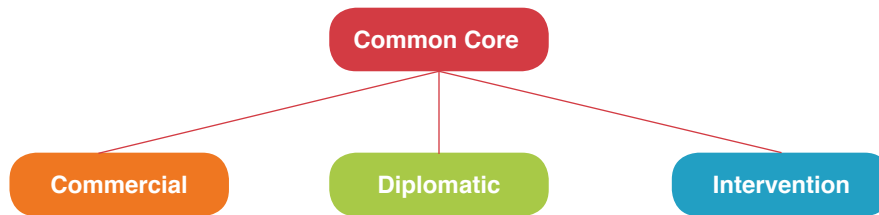


Complex negotiation

Negotiation is omnipresent in everyone's life, within the family, professional and social sphere. However, complex negotiation present different issues and consequences, this is the reason why it is important to recognize our own capacities and acquire the keys to open the dialogue in order to be ready to cope with any situation.

This training is divided into two stages: a common core for all participants, which splits into three areas : commercial, diplomatic and intervention negotiation.



Goal

To be aware of its own strenghts and weaknesses to build self-confidence, in order to be able to face any situation, knowing the issues and applying the principles of negotiation.

At the outcome of this training, you will be able to :

> UNDERSTAND

- What surrounds you
- The person you are negotiating with
- The person you are negotiating for

> KNOW

- How to self-manage
- Train a third person quickly and efficiently

> BE ABLE TO REACT

- To the emergency
- To a threat

Target audience

This training is designed for the intervention units, businessmen and diplomats who want to acquire the necessary skills to conduct specific negotiations.

Location

Within our company or yours.

Duration

The common core lasts 2 days, with theory and role-playing.



Training programme

- The negotiation, what is it and what for?
- Identify the required qualities, with personalized diagnosis for each participant.
- Develop self-confidence with theoretical contribution and role-playing.
- Determine the different types of negotiations and the difficulties for each one of them.

Contact us for more information



Rempart-International

26, rue de Louvigny – L1946 Luxembourg

T : +352 288 557 - contact@rempart-international.com

RCS Luxembourg B196245- Autorisation ME N°10058858/0 - 10058858/1 - 10058858/2 - Autorisation MJ N° 22-2-800-458