

# Negotiation skills for directors

## A one-day workshop

### Overview

Negotiating is something all people have to do regularly in their lives, whether it be at work, at home or wherever. But do you really understand

- the process of negotiation?
- the elements of a negotiation?
- the effect of culture on negotiation techniques?
- how to build a winning negotiation team?

If not, this workshop will help you all get to grips with the issues. It examines the implications for international directors of operating across different legal and cultural systems and can be tailored to your specific circumstances and requirements.

### Objectives

This workshop will help you prepare and implement a winning strategy in any negotiation. The workshop can cover any or all of the following elements:

- preparing for a negotiation
- choosing the negotiation team and their roles
- identifying your BATNA and how to improve it
- an understanding of the effect of different cultures on the negotiation process

The workshop is generally tailored each time to the specific requirements of each client (which is often based on an impending deal of one sort or another), so we start from a blank sheet of paper rather than a prepared outline.

### Who should attend?

All directors and managers who need to handle negotiations as part of their roles – and particularly for those who need to prepare for an impending deal.

### Workshop format

- Usually delivered as a one-day session.
- Can be as interactive as you wish, based around specific scenarios.

### Special features

This workshop can be tailored to meet your specific requirements. Talk it through with David and he'll draft an agenda for you.

### Meet the trainer

David is an extremely well-qualified and experienced trainer, mentor and coach of board directors and senior executives in all aspects of management and corporate governance. His highly successful business record speaks for itself. He is a former Chairman for Continental Europe of the Institute of Directors and member of the governing Council of the Institute in the UK.

**For a no-obligation discussion about running this workshop for your organisation on an in-house basis, just give us a call on **01582 463465**.**