Successful Negotiations Training

Seminarziele

The objective of this training is to maximize your persuasion skills to close the best deals in agreements and negations. In addition, you will be equipped with the right tools to resolve differences and problems to achieve your desired goals. For a long lasting result, this practical training will give you the opportunity to practice and get a deep insight to enhance your negotiation skills. As an additional impulse, current AI-supported methods will be introduced to help participants analyze negotiation dynamics and further refine their persuasive strategies.

Programminhalte

Understanding negotiations:

- Phases of negotiations and meetings
- Five important aspects for every negotiation
- The important differentiation between short- and long-term results
- Concepts for negotiations: Harvard Concept, non-directive concept by Carl Rogers, the win-win concept by Thomas Gordon

Managing negotiations:

- Developing negotiation strategies
- The search for integrating solutions for negotiations
- Traps and dead ends during negotiations
- Important methods of meeting and conference techniques
- How to ensure results
- Minutes, Summary Record and Report

Self-awareness and interpersonal dynamics:

- The important role of emotions in negotiations and meetings
- The influence of certain personality traits of the participants
- Objective and rational or emotional and aggressive?
- How to deal with difficult opponents
- How to steer the tension level during negotiations
- Maintaining your standpoint while remaining friendly
- Negotiating with several partners

Methodik

Targeted exercises Trainer-input Individual and group feedback

Zielgruppe

The „Successful negotiations training“ is perfect for professionals of all fields of work, who want to both brush up their English skills and master the skill of successful negotiation.

Seminarcode

ENG8000

Teilnehmer

maximal 9 Personen

Seminarzeiten

Day 1: 10:00 am - 5:00 pm
Day 2: 9:30 am - 4:00 pm

Ort & Termine

Online-Seminar

16.02.2026 – 17.02.2026

Münster

13.04.2026 – 14.04.2026
26.10.2026 – 27.10.2026

Frankfurt am Main

02.03.2026 – 03.03.2026
27.08.2026 – 28.08.2026

Seminargebühr

1.200,00 € (zzgl. MwSt.)
1.428,00 € (inkl. MwSt.)

Price includes comprehensive training documents, coffee and tea, and lunch.