

Negotiation Techniques for Successful Cooperation

An intensive training for those who want to be successful in constructive negotiations, especially suitable for directors, managerial staff and managers.

Date: 16–18 November 2016

Venue: Bangkok

Course fees: 1,400 EUR
(include lunch, refreshment and training materials)

Number of participants: up to 12

The further your career advances, the more important it becomes to be a skilled negotiator. This intensive three-day workshop focuses on the Harvard Method of negotiation which can be applied when talking to colleagues, convincing your boss, or discussing assignments with business and project partners!

Learning Objectives

During this workshop participants will acquire the necessary competencies for individual as well as group negotiations. The workshop focuses on negotiation scenarios in cooperation with a strong emphasis on intercultural pitfalls.

At the end of the training, the participants will

- be able to communicate effectively with cooperation partners.
- be able to deal with and prevent conflicts.
- be able to achieve culturally adequate goals or consensus using communication techniques and strategies.
- know a win-win-oriented negotiation model.
- be able to apply a constructive negotiation style systematically.

Content / Topics

- Preparing negotiations
- Phases of the negotiation process
- The Harvard negotiation model
- Negotiating in a foreign language
- Intercultural aspects in negotiations

About the trainer



Elmar Eberhardt works as an international trainer and consultant with more than 10,000 hours of training experience in over 25 countries. His participants have already included top government officials from Afghanistan, Ethiopian consultants, German program managers and production managers from Mexico, the US, France and China. He has 20 years of profound experience both in the private sector and in governmental organizations.

Elmar is specialized in communication/negotiation, intercultural communication, leadership development and project management. He also consults a variety of different capacity- development projects and is a visiting professor at several universities, e.g. Barcelona, Tetovo and Clermont Ferrand.





"If two people fight over an orange, they sometimes do not realize that they could easily share it. This is because they only focus on who gets the orange, and not on their actual interests: one might only want the juice, while the other might want to use the peel to bake a cake! Focusing on interests and not on positions during negotiations is one of the lessons learned in this practical training!"

Training approach

- Simulation exercises: multistage simulation of bi- and multi-lateral negotiation scenarios
- Case studies
- Critical incidents
- Trainer input
- Discussion



Who should attend this training?

- International and national directors, managerial staff and managers who want to be successful in constructive negotiations.
- A good command in English is preferable to be able to effectively participate in the workshop.

About Us and Our Training

We are part of the Academy for International Cooperation, providing access to high-quality training-related services in various sectors and competencies. The training is based on non-profit cost-recovery basis. "On-request" courses can be organized for groups to take place at different time and location.

On-line registration: <http://thai-german-cooperation.info>

Contact us:

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