

## **Procurement/ Sales & Negotiation Training Germany**

### **Harvard Business Negotiation / Difficult Negotiation: How to deal with people who don't care about (or don't know) the Harvard Negotiation Concept**

95% preparation 5% inspiration:  
this is one of the basic secrets of successful negotiations.  
From "Getting to YES" to „Getting past NO“  
The strategy of constructive negotiations by R. Fisher and W. Ury of the  
Harvard Negotiation Project (USA).

#### **Objectives**

After this workshop you should be able to lead negotiations in that sense that the results are satisfying the interest of all negotiation partners (to a high degree) and that they are adapted to a long-term relationship. Furthermore you should be able to deal with people who do not care (or do not know) about the Harvard Concept...thus negotiating in difficult situations and/ or with difficult people.

#### **Content**

- ▶ **Prepare negotiations – develop strategies – checklists for support**
- ▶ **How to get from confrontation to cooperation**
- ▶ **Understand obstacles which prevent you from reaching a common agreement**
- ▶ **Understand and use the five steps of a "breakthrough" negotiation**
- ▶ **How can we encourage creative thinking in order to enlarge the pie**
- ▶ **Avoid being a victim of actual negotiation strategies – be at ease with threat and manipulation**
- ▶ **How should we react to aggression and to difficult people**
- ▶ **How should we cope with dirty tactics**
- ▶ **Reading of „Getting past NO" prior to attending the training**

#### **Target Group**

Employees who have (partly international) negotiation experience with external and internal clients/partners/providers **and who have been successfully participating in the first workshop.**  
**Min. 6, max. 10 participants per training**

#### **German Office**

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### Duration

1 day interviews (negotiation skill level/expectations/own cases) + 2 days +  
1 Follow Up-day (check of performance/individual cases) ( 2 - 3 months later )

**Interviews:** 2 weeks prior to the training by telephone (45 min-1h per person)

**Follow-Up-Day:** after approx. 2-3 months later

### Language

German, English, French

### Costs

The daily fee of EURO 2.500 - 3.500 (+ VAT), depends on arrangement of cases, number of participants, yearly frame agreement, etc.

### Provider

Dr. Thomas Oehler, Genius TTC Ltd. <http://www.geniusttc.de>  
[http://www.geniusttc.de/en/training\\_en/programm\\_7\\_en.html](http://www.geniusttc.de/en/training_en/programm_7_en.html)  
[http://www.geniusttc.de/en/training\\_en/resultate\\_4\\_en.html](http://www.geniusttc.de/en/training_en/resultate_4_en.html)  
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### Organisation

Genius TTC Ltd. <http://www.geniusttc.de>

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