

International Negotiation

Language: English

Target Group : max. 12 leaders of research groups at the *[Research Institute]*

Objectives: Are you going to lead a research group in the future? Will you be contributing to the success of a project as a team member? Are you going to cooperate with external partners? Leadership and cooperation in research projects require negotiation skills. All partners profit from discovering win-win options. And drawing a line where necessary helps to avoid inefficiency.

This course makes you aware of your existing negotiation skills and invites you to expand them. It makes you aware of your personal negotiation style and fosters your strategic thinking.

You ...

- gain new insights into your **negotiation style**
- are aware of when **challenges at work** require negotiation skills
- know what successful negotiators do in different **phases of negotiation**
- consciously adapt your **negotiation strategies**
- **foster innovation** through cooperative negotiation
- **provide clarity** by regulating the interaction of project partners
- profit from a systematic analysis to **resolve conflict**

Content:

- Definition of **negotiation**
- Skills for **preparation**: e.g. profiling, defining objectives, mapping, ...
- Skills for **ice-Breaking**: e.g. self-portrayal, big talk, building rapport, ...
- Skills for **exchange**: e.g. active listening, dealing with conflict, ...
- Skills for **follow-up**: e.g. analysis of success, documentation, ...
- **The LEAD Model**: strategies for negotiators

Methods:	In order to prioritise and adapt the contents to the specific needs of the participants, they will be contacted via e-mail preceding the course. The following methods may be applied: Trainer-Input, Group-Work, Plenary Sessions, Presentations, Film-Clips, Questionnaire (<i>Diversity Icebreaker</i>), Critical Incidents, Simulations, Competitions, Language Games, Handouts, Lessons learned
Duration:	2 days

*This proposal is based on telephone conversations and email exchange between **[HR representative]** and Matthieu Kollig (Director and Senior Consultant, GlobalPilots). Please note that it is a first draft. We hope it meets your high expectations and we are ready to adapt it further according to your feedback. Thank you for your interest in cooperating with us!*

*Matthieu Kollig,
Global Pilots*