

Babel

LANGUAGE AND CULTURAL TRAINING

INTERNATIONAL NEGOTIATION SKILLS

COURSE OUTLINE

Course Design

This course can be tailored for the culture/s that you are specifically negotiating with.

Course Duration

Face-to-face: 1 or 2 days.

Group Size

We recommend a maximum group size of 15 but larger groups can be accommodated.

Course Fee

Our fees depend on the course duration, how many participants will be attending and the scale of the overall programme. We are happy to work within a defined budget.



Our International Negotiation Skills course equips participants with the essential skills and strategies to negotiate effectively with partners from diverse cultural backgrounds. It provides a comprehensive framework for preparing and conducting negotiations, focusing on identifying key objectives, developing tactical approaches, handling challenging negotiators, and achieving desired outcomes.

Additionally, the course emphasises the importance of understanding and incorporating cultural differences into the negotiation process. Participants will learn to recognise and apply critical cultural factors relevant to their international counterparts, enabling them to adapt their communication and negotiation styles for more successful interactions.

Programme objectives:

By the end of this training participants will:

- Understand and have practised the key skills of negotiation
- Understand how to adapt their style when negotiating with people from different cultures
- Know how to prepare for a negotiation by asking the right questions, identifying their targets and bargaining range, and preparing for those of their partners
- Know how to achieve movement in the negotiation, and to manage the negotiation process
- Know how to deal with difficult partners, and build constructive relationships
- Understand how people from different cultures negotiate
- Be able to use the most appropriate language to influence and persuade their partners, and use 'Global English' when negotiating with non-native English speakers
- Know how to reach strong and lasting deals.

Contact

Sue Curry
Director

E: sue.curry@babelgroup.co.uk

T: 020 8295 5877

W: www.babelgroup.co.uk

Establishing The Key Skills

- Introductions, objective setting and agenda
- What makes a good international negotiator: Discussion, and sharing the delegates' experience of negotiating
- Negotiation exercises – The key skills: A series of short, dynamic negotiation meetings to establish the key skills of negotiation

Preparing for Negotiation

- What do you need to know about your international partners and their world before you negotiate with them?
- The Negotiation Pyramid - a model identifying what and how you need to prepare before you begin speaking to your partners. Delegates apply the Pyramid to their own negotiating partners
- Preparing your targets and bargaining range; identifying and preparing the key tactical elements. Anticipating your partners' targets and tactics.

Negotiating Across Cultures

- Personal Preferences Questionnaire. What are your style and preferences? What is 'normal' for you?
- What is 'normal' for your negotiating partner from a different culture? What questions should you ask before you negotiate with a different culture?
- Strategies for working effectively together: What to do, and what to avoid when negotiating with your partners. Practical and useful tips that will help cement relationships and allow you to achieve the maximum from inter-cultural negotiations
- Case studies: Delegates practise adapting their style when negotiating with these cultures.

Managing the Negotiation

- Dealing with difficult partners, and handling dirty tricks; ensuring movement and cooperation, and identifying when different cultural norms create breakdowns and suspicion
- Achieving SOPHOP (Soft On People, Hard On the Points)
- Final negotiation: A lively team negotiation to enable the participants to practise and embed the skills they have learned during the training
- Achieving your targets: Making sure the agreement is the right one, and that it can be implemented.



Language Training

Babel offers inspiring and interactive lessons in all major languages from Beginners to Advanced. Tailored to your own specific goals and scheduled at a convenient time, you'll receive support and motivation from your own native-speaking tutor.

Cross-Cultural Training

Cultural competency is a skill for anyone working in a global organisation. We help people recognise and understand the inevitable cultural differences they encounter and develop the skills necessary to successfully manage these differences.