

Negotiating in a Cross-cultural Context

Target audience

Employees and managers who negotiate in a multicultural environment

Prerequisite

No prerequisite

Objectives

At the end of the training session, participants will have the tools to:

- Prepare and conduct a negotiation based on a formal method
- Take into consideration the impact of cultural differences
- Obtain a real competitive advantage in order to succeed in multicultural negotiations

Added value

- Conducted by an expert consultant specialized in intercultural communication and negotiation
- Decryption of the Nomad' Profiler
- Alternating theory and practical exercises
- Access to Digital Learning for one year
- Sharing of best practices and individual action plan

Accessibility

All our training courses are accessible to people with disabilities. Each training project will be the subject of a case study by our teams, in order to adapt the training program. Please do not hesitate to contact us to discuss the possible options : r.dubert@akteos.fr

Access Modalities and Entry Assessment



- Average access time: 2 weeks
- Completion of a prior questionnaire and/or e-learning module before the training to identify needs and adapt the content

Evaluation Modalities

- In-training assessments: e-learning module, quizzes, role plays, case studies, etc.
- End-of-training assessment: evaluation completed by consultants to assess the achievement of training objectives, immediate feedback questionnaire including a self-assessment section

Public Courses Next available session

Duration: 14 hours

 June 18 & 19, 2026, Paris
1850 €HT/pers.* Training session held in 

* (Technical fees and lunch included)

PROGRAMME OUTLINE

ASSESSING THE SPECIFICITIES OF INTERNATIONAL NEGOTIATION

Measuring the impact of culture on negotiations

- Take a step back from your own cultural filters
- Better understand negotiation behaviors using the cultural dimensions grid
- Understand the decision-making process and the role of the contract in different cultures

Understanding how to adapt your approach to the other side's culture

- Identify the right interlocutor and build your negotiation team
- Manage relationships and the notion of time
- Understand the other person's logic and hone your arguments

SET UP A WINNING STRATEGY

Preparing the negotiation

- Become familiar with the principles of "reasoned negotiation"
- Clarify your own interests and needs, look for common ground, identify objective decision criteria, know your BATNA / MESORE
- Analyze the context and culture of the other side and refine your strategy accordingly

Conducting a successful negotiation

- Develop your listening skills, observe the non-verbal: fine-tune your communication skills in international negotiation
- Master the negotiation process
- Conclude and prepare the aftermath

ADOPTING BEST PRACTICES

- Review targeted skills
- Define best practices
- Create a tailor-made action plan