

# 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



## Corporate Training Solutions

Duration: to define.

You wish to organise a specific training course ?  
Contact us !



## Public Courses Next available sessions

Duration: 14 hours



July 01 & 02, 2024, Paris  
1610 €HT/pers.\* Training session held in



September 30 & October 01, 2024, Paris  
1610 €HT/pers.\* Training session held in



November 21 & 28, 2024, remote session  
1 490 €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