

THE HIGH-IMPACT NEGOTIATOR

BOOST YOUR NEGOTIATION POWER

ESMT
BERLIN



Location

ESMT Berlin



Tuition fee*

€2,900



Language

English



Duration

2 days

December 13 – 14, 2021



Certificate

You receive a certificate upon completion of the program.

Postgraduate Diploma in Management

The program counts toward 2 of the 18 days necessary to receive the diploma.



[execed.esmt.berlin/
negotiation-impact](https://execed.esmt.berlin/negotiation-impact)

Although you are fairly confident in your grasp of negotiation strategies, you want to strengthen your negotiation power even further. This intense program supports you in achieving more favorable outcomes in collective negotiation scenarios, and it grants insights into how others perceive you during negotiations.

Bring in your own real-life negotiation cases and discuss personal challenges you have faced. Work in small groups on negotiation simulations and receive feedback from experts and faculty. You will not only learn how specific behaviors evoke certain responses from negotiation partners, but also gain a deeper understanding of your own style in dealing with conflicts. Armed with these insights, you will be better able to self-monitor and adapt your behavior for future negotiation success.

Who should attend the program?

Accomplished professionals as well as senior and mid-level executives who wish to focus on their individual negotiation styles and discover how to capitalize on strengths while mitigating weaknesses.

Key topics

- Assessment of negotiation styles
- Conflict resolution
- Analysis of personal challenges around the negotiation table
- Controlled simulations of actual negotiation cases contributed by participants
- Intensive coaching on negotiation strategy, behavior, and style in different scenarios

Teaching methods

Negotiation simulations

Role-plays

Interactive lectures

Psychometric tools

Feedback from peers and faculty

Group work

Personal and group coaching

Plenary discussions

The High-Impact Negotiator

Day 1

- Understanding negotiation styles
- Understanding the other side
- Personal negotiation style and dealing with conflicts

Day 2

- Personal negotiation challenges and difficult cases
- Negotiation drill
- Action planning

Key benefits

- ✔ Gaining a deeper understanding of prevalent negotiation styles and patterns that undermine your position
- ✔ Exploring behavioral options and practicing them to fine-tune your negotiation skills
- ✔ Developing a diverse network of global contacts

*For general terms and conditions and details on the application process, please go to: execed.esmt.berlin/gtc



Nan Guo

Faculty

Nan Guo

is a program director at ESMT Berlin. She has previously held various management positions at large and small companies from different sectors. She has rich experience in building high-performance multicultural teams and preparing organizations for market expansion.

Mark A. Young

is a visiting lecturer at ESMT Berlin and independent author, trainer, and consultant.

Andreas Bernhardt

is executive development advisor and lead coach at ESMT Berlin.

Contact

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Best training experience in my professional life! I am extremely grateful.

Juan Tito,
Sales Director,
Siemens AG

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