



Negotiations / 1-day seminar

Necessary Skills and Practice

Good negotiation skills are an essential in our lives. No matter the event – sealing a contract, bargaining for a raise, shopping for a new appliance, or even where to go for a vacation or dinner with your partner. When asked “Do you like to negotiate” many Europeans respond that it makes them uncomfortable. While other cultures see it as a sign of disrespect if you don’t negotiate.

The simple truth: Good negotiators are made – not born. In this 1-day seminar you will learn the theory and practice of negotiations from a **Harvard trained negotiator** and use official Harvard Negotiations Program materials.

At the end of this course, you will be fully trained and equipped to negotiate anything with anybody, professional or personal.

Topics & Contents

- Learn the theory and practice of negotiations
- Acquire the skill set to be confident in any negotiation
- Create persuasive tools to use in your business and personal life
- Understand both sides of a negotiation in order to gain the initiative

Date / Time:

Wed April 9th, 8.30am - 5.00pm

Rate:

€ 975,- / person excl. of VAT

Location:

inspire Center Vienna, Neubaugasse 3/10,
1070 Wien

How to register:

[Please click here](#) OR [request an individual appointment starting from 4 participants](#)

TRAINER

Dustin is a Harvard graduate with a Master’s degree specializing in Leadership and Negotiation. He has practiced and taught these skills worldwide. An American by nationality, he has lived and worked in South America and Europe and has established numerous business partnerships in the Middle East, making him an experienced intercultural negotiator.