

Event Information and Registration Form

swiTT Academy Event: Canning Negotiation Course

Monday & Tuesday, October 30 & 31, 2022 – Bern

Aims

There are many ways of getting to a deal. You can bully, impose, or persuade. You can even fight over benchmarks and data. Or you can negotiate. This negotiation course helps you to achieve movement: getting your partners to move, and managing your own movement.

Program outline

- Equip you with the skills, confidence and flexibility you need to negotiate effectively
- Enable you to prepare for negotiations with a simple, comprehensive Negotiation Model
- Help you to get the best out of your partners, by developing skills which stimulate co-operation, and which lead to long-lasting partnerships

Location, Date & Time

Welle 7, 3000 Bern
October 30 & 31, 2023
09:00 – 17:00 h
Welcome and coffee from 08:30 h

Hotel (not included)

Proposal:

- Hotel The Bristol, nearby
- Hotel Savoy, nearby

Catering

Lunches and joint dinner on Monday evening at 18:00 h is included in registration fee. Restaurants will be announced.

Fees

CHF 1'650 swiTT-members
CHF 1'950 non-members

Registration Deadline

Monday, October 2, 2023

At least 4 and up to 6 participants must register. Spots will be allocated on a first-come-first-served basis.

Language

English

Speaker

Dominic Friel, Canning

Website

<https://switt.ch/events>
<https://www.canning.com>

Registration

Name
Organisation
Billing-Address
Phone
E-Mail
Special food requirements

Please send by email to office@switt.ch. Upon receipt of the registration, you will receive a confirmation and the invoice.