

swiTT Academy Course: Prepare Negotiations and Perform Deals

Aims

The aims of the course are to:

- Give you a structured approach to prepare negotiations and perform deals efficiently
- Strengthen your negotiating style
- Enable you to negotiate effectively in different environments and with different cultures

Language

English

Date

Course 1: Nov. 11 and 12, 2019
Course 2: Nov. 13 and 14, 2019

Location

University of Bern

Fee

CHF 1'550 for swiTT members
CHF 1'800 for non-members

Costs include conference material, coffee breaks, lunch, joint dinner on day 1.

For overnight, coordinates from a hotel in proximity of the University will be provided. Please book your room directly.

Website

<https://switt.ch/events>

Course Instructor

Dominic Friel is a member of Canning's International Training and Development team and specializes in negotiation skills, presentation and speaker training seminars around the world for companies in the Aerospace, Financial and Pharmaceutical sectors, e.g. Roche, Ferring, Allergan, Gideon Richter and Vertex.

Program Outline

Days 1/2: 09.00 – 17.00

Main topics and exercises of the course:

- One-on-one and team negotiations
- Video analysis and feedback
- Preparation and skills of negotiation
- Align, stay aligned and realign in negotiations
- Dealing with dirty tricks
- Useful models and instruments to perform deals
- 7 deadly sins of negotiating
- 6 principles of cooperation

Day 1: Joint Dinner – 18.30 (location tbc)

Registration Deadline

October 18th, 2019

Registration Form

Name

Organization

Address

Phone

Email

Course Date 11/12 Nov 13/14 Nov

swiTT member YES NO

Please send filled out form by email to switt@switt.ch.
Upon receipt of your registration, you will receive a confirmation.

Cancellation Policy: Cancellations must be made in writing by Oct. 18, 2019. Please note that refund is not possible after the registration deadline. In case you are not able to attend, you may designate another person from your entity /group. Please inform the swiTT Office in writing in case of a person change.