

# Advanced Negotiation Strategies in a Global Context

Price: \$2,280

## Course Objectives

- Understand the dynamics of global negotiations.
- Explore the influence of cultural differences, communication styles, and legal frameworks on negotiation outcomes.
- Learn advanced negotiation techniques tailored to diverse international settings.
- Develop skills for effective deal-making and relationship-building across cultures.
- Gain hands-on experience through interactive exercises, role-playing scenarios, and case studies.

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## Week 1: Introduction to Global Negotiations

- Overview of global negotiation landscapes.
- Importance of negotiation in international business.
- Key challenges in cross-border negotiations.

## Week 2: Cultural Dimensions in Negotiation

- Understanding Hofstede's cultural dimensions.
- Impact of culture on negotiation styles and outcomes.
- Case studies on cultural differences in negotiations.

## Week 3: Communication Styles Across Cultures

- High-context vs. low-context communication.
- Non-verbal communication and its significance.
- Effective communication strategies in multicultural settings.

## Week 4: Legal and Ethical Considerations

- Overview of international legal frameworks.
- Ethical issues in global negotiations.
- Navigating legal challenges in cross-border deals.

## Week 5: Advanced Negotiation Techniques

- Integrative vs. distributive negotiation strategies.
- BATNA (Best Alternative to a Negotiated Agreement) and its role in global negotiations.
- Creating and claiming value in negotiations.

## **Week 6: Persuasion and Influence in Diverse Environments**

- Principles of persuasion and influence.
- Adapting persuasive techniques to different cultural contexts.
- Building credibility and trust in international negotiations.

## **Week 7: Strategic Planning for High-Stakes Negotiations**

- Preparation and planning for international negotiations.
- Identifying and managing stakeholders.
- Risk management in global negotiations.

## **Week 8: Interactive Exercises and Role-Playing**

- Simulated negotiation scenarios.
- Role-playing exercises to apply learned techniques.
- Peer feedback and group discussions.

## **Week 9: Case Studies of Successful Global Negotiations**

- Analysis of successful international negotiations.
- Lessons learned from real-world cases.
- Applying case study insights to future negotiations.

## **Week 10: Final Project and Presentation**

- Development of a comprehensive negotiation plan.
- Presentation of negotiation strategies and outcomes.
- Peer review and instructor feedback.