Global Horizon
TRAINING CENTER

Training Course: Negotiating Across Cultures

22 - 26 March 2027
Rome (Italy)

Training Course:
Negotiating Across Cultures

Training Course code: PC1157 From: 22 - 26 March 2027 Venue: Rome (Italy) - Training Course Fees: 6050 Euro

Introduction

This seminar equips business professionals with the skills and knowledge to negotiate effectively across cultures, whether traveling abroad or hosting international clients. Participants will gain practical insights into cultural etiquette, negotiation preparation, and tactics to achieve collaborative and value-adding outcomes.

Key highlights:

- Meeting, greeting, and communication etiquette verbal and non-verbal
- Gift-giving, entertaining, and conducting international business meetings
- Preparing for negotiations, building rapport, and strategic planning
- Using facts, statistics, and supporting evidence effectively
- Cross-cultural negotiation tactics, including haggling, stalling, concessions, and deal-closing

Course Objectives

By the end of this seminar, participants will be able to:

- Understand their personal negotiation and conflict management style
- Analyze negotiation and conflict processes effectively
- Apply collaborative negotiation strategies to create value
- Expand their negotiation skills and tactics across cultures
- Use a three-step planning guide to prepare for negotiations
- Mediate disputes and handle negotiations more effectively

Target Audience

- Business professionals traveling abroad for negotiations
- Managers and executives hosting international clients
- Anyone seeking to improve cross-cultural negotiation skills

Course Outline

Day 1 - Foundations of Cross-Cultural Negotiation

- Introduction to negotiation across cultures
- Key negotiation styles and strategies

- Self-assessment: personal negotiation and conflict management style
- Cultural awareness and its impact on negotiation outcomes

Day 2 - Cultural Etiquette and Communication

- Verbal and non-verbal communication differences
- Meeting and greeting etiquette
- Gift-giving, entertaining, and protocol in international business
- Adapting English and language usage for global negotiations

Day 3 - Preparing for Negotiations

- Building rapport and trust with international partners
- Collecting and using facts, statistics, and supporting evidence effectively
- Pre-negotiation planning: three-step planning guide
- Setting objectives and identifying negotiation levers

Day 4 - Negotiation Tactics and Strategies

- Cross-cultural tactics: haggling, stalling, concessions, and deal-closing
- Handling difficult situations and cultural misunderstandings
- Collaborative, value-adding negotiation techniques
- Role-play and scenario-based exercises

Day 5 - Conflict Management and Closing Deals

- Mediating disputes and resolving conflicts across cultures
- Culture clash: identifying and avoiding negotiation failures
- Using humor and emotional intelligence strategically
- Final negotiation simulations and feedback session

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Registration form on the Training Course: Negotiating Across Cultures

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

- [ ] Please find enclosed a cheque made payable to Global Horizon
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Easy Ways To Register

Telephone: +201095004484 to provisionally reserve your place.

Fax your completed registration form to: +20233379764

E-mail to us : info@gh4t.com or training@gh4t.com

Complete & return the booking form with cheque to:Global Horizon 3 Oudai street, Aldouki, Giza, Giza Governorate, Egypt.