

Negotiation-Sparring.com

OBJECTIVE & BENEFIT

You are satisfied only with the best results? Then this is right for you!

- You can test and develop your negotiation skills confidentially
- Receive independent external opinions on your strategy and discuss tactics with in a discreet manner
- Rehearse your negotiation situation and try out options! You can do this now with unknown sparring partners that give you feedback openly and in plain terms according to professional guidance.
- Check your negotiation skills on a regular basis and keep yourself fit and up-to-date.
- Compare your methods with colleagues and do some networking at the same time!

This workshop is focused entirely and exclusively on hands-on training by means of Case Studies.

PRIORITIES & FOCUS

Sparring is a form of training common to many combat sports. Although the precise form varies, it is essentially relatively 'free-form' fighting, with enough rules, customs, or agreements to make injuries unlikely. [...]

In the negotiation exercise with your sparring partner during Case Studies, deficiencies and mistakes are exposed relentlessly and areas of improvement pointed out. This way skills and tactics can be trained and internalized. Cases are being provided by participants.

Negotiation Sparring is a regular training possibility. It keeps you alert and gives you a chance to practice with merciless professionals in a safe and confidential environment.

PARTICIPANTS

Sparring is perfectly suited for active participants of any branch or industry. Ideally, you do have a good understanding of the theoretical negotiation background and have attended respective workshops.

Delegates will be selected to fit each other's level and secure confidentiality.

6 Participants (min/max 2–8)

INVESTMENT&COSTS

(excl. VAT, if applicable):

€ 590,-/AED 3.500,- CHF 590,-
including break beverages, snacks and lunch

Terms & Conditions:

<http://www.comeon.at/agb>

Mag. Dr. Stefan Amin Talab, MLE (Hamburg), LL.M. (Manchester)



International Negotiation Counselor
Bestseller Author
Registered Mediator (MoJ)
Dr. (Ph.D. law),
MLE: Masters of Law & Economics
LLM: Masters of Laws

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Dec 16th, 2015, 9.00-13.00, Dubai
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June 3rd, 2016, 8.50-14.00, Vienna
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Nov 17th, 2016, 8.50-14.00, Vienna
Dec 2nd, 2016, 8.50-14.00, Dubai

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"An investment in knowledge pays the best interest"

(Benjamin Franklin)

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YES, I want to register for the following workshop with you:

Name of workshop _____ Negotiation-Sparring _____

Date/ Investment _____

First – Last Name, Titel _____

Organization _____

Billing adress _____

Participant e-mail _____

Mobile phone number _____

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Cancellation by participant (excerpt)

Registration can be cancelled without any cost until 40 days prior to commencement of our service (=1.seminar day). Cancellation has to be done in written form (Fax, Mail – relevant date is the arrival of your writing). Cancellation within 40 to 10 working days of the start of our services makes you eligible for a 50 % refund. Cancellation within 10 working days prior to commencement does not affect your payment duties. The full price is due; however, you can name a substitute to take your place.

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The Master Negotiator

Behind the scenes

SUMMARY

The Negotiation Master summarises and structures clearly, concisely, and coherently the experience, skill and know-how of thousands of negotiators from all over Europe, the Middle East and the United States. Winning negotiation strategies and negotiation strengths are clearly described helping you to find your way through the negotiation jungle and avoid typical traps when pursuing your interests.

CHAPTERS

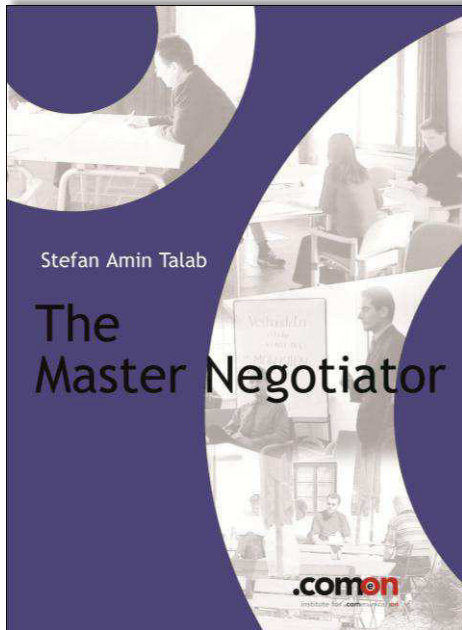
- Strength 1: Preparation
- Strength 2: Strategy
- Strength 3: Approaching partners
- Strength 4: Communication
- Strength 5: Target orientation
- Strength 6: Argumentation & Legitimation techniques

„In his book „The Master Negotiator“ Talab reappraised the experience of thousands of negotiators. Based on practical examples one can start implementing the read on the spot.“

Daily Newspaper Die Presse

„The easy and exciting read is the center of the structure. Yet the reader is also pampered with a profound table of contents, depictions and accentuations“

Legal Journal Anwaltsblatt



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