



Effective Negotiation Techniques for Business

The ability of an organisation to sustain on-going viable business strongly depends on the ability of its personnel to negotiate constructively and efficiently, whilst preserving and promoting fruitful long-term business relationships.

This coaching-style workshop identifies and puts into practice collaborative, interest-based negotiation techniques which are designed to safeguard your business interests. The workshop is packed with practical techniques perfected and exercised daily by executives and senior management working in business. Each technique is presented with what to say, when and how to say it, and why. The techniques are incisive but engage the counterparty positively and constructively, thus carrying the additional advantage of building a more fruitful long-term relationship with your counterparty.

Participants will benefit from putting these techniques into practice through a series of very instructive role-plays. The trainer will coach participants to give valuable experience of putting the learned negotiation techniques into use.

What will be taught

This course aims to enable participants to achieve the following objectives

- To guide the participants how better to prepare for negotiation.
- To develop techniques to drive the discussion by controlling the form and content of counterparty's responses.
- To acquire a toolbox of efficient influencing techniques: what to say, when, how and why.
- To develop techniques to leverage the counterparty's psychology so that he/she agrees to a proposed solution for his/her own reasons rather than for your reasons.

What the participants should take away from the workshop

- The habit of spending time efficiently preparing for a negotiation.
- The importance of understanding your counterparty's interests and using them to propose optimal solutions for both parties.
- Influencing techniques that are substantially more fruitful than coercion.
- The confidence and tools to convert a difficult counterparty wielding market power into a collaborative one.

If you would like to discuss bringing this or another topic to your organization on an in-house basis please call us at 22274470 or email us at info@eimf.eu. To check our full course calendar please visit www.eimf.eu

All participants will be awarded a certificate of attendance. Each hour of attendance will account for one unit of Continuing Professional Development (CPD) as required for members of most professional bodies.

Trainer: Alexis Kyrpianou

Alexis is an expert in negotiation who has devoted a significant part of his 25 year career to negotiating all types of business agreements: financial, commercial, employee agreements, partnerships, etc. His experience has been acquired in difficult operating environments: he negotiated the sale of numerous assets in the British Telecom group following the dotcom bubble burst. He was part of the team that restructured one of Europe's largest ever corporate failures at Vivendi Universal through a €20 billion asset sale and refinancing programme under the control of the creditor banks. More recently, Alexis was responsible for renegotiating many of the Danone partnerships and their financing structures, following the global liquidity crisis of 2008/9. He spent 7 years as a service provider (Arthur Andersen) and has held a significant CFO role and had held several board directorships overseeing key financing issues.

Since 2010, Alexis established himself as an expert advisor and trainer in negotiation techniques, notably to business development professionals in large multinational organisations across Europe.

He currently has mandates for training business executives and managers in large multinational businesses and small/medium sized family companies. He is particularly active in the financial sector, helping his clients deal with all issues relating to non-performing loans and the necessity to rebuild trust amongst its customers in the current economic climate.

Alexis regularly runs workshops and lectures in negotiation and influencing techniques for the national directors' and management institutes across Europe. He is the author of one of the leading French language business books on negotiation techniques referenced by numerous training institutions.

Seminar Details

Dates: 4 October

Time: 09:00 – 16:00

Duration: 6 hours / CPD units

Venue: Limassol

Language: English

Cost: €160 + VAT