

<p><b>COURSE TITLE:</b></p>	<p>Principles of International Negotiations</p> <p><b>Dr. Natalia Burianyk and Bernard Amos</b></p>
<p><b>FACILITATORS:</b></p>	<p><b>OBJECTIVE:</b></p> <p>This intensive, interactive workshop will introduce the participants to different aspects of negotiations .It will identify phases and stages of negotiations, examine the nature of verbal and non-verbal communication, identify critical elements of the process and will focus on strategy and tactics.</p> <p>It will identify the challenges of cross-cultural negotiations and consider the impact of time and place, the size of the negotiating team, the choice of words and body language as important factors of such negotiations.</p>
<p><b>CORE COMPETENCIES:</b></p>	<p>By undergoing this workshop, participants will be able to do the following:</p> <ul style="list-style-type: none"> <li>➤ identify their strengths as negotiators and explore the ways and means of improving them further</li> <li>➤ analyse various styles of negotiating and learn the effective use of styles when faced with differing personalities</li> <li>➤ become aware of the impact of cultural differences upon the negotiation process and negotiating behaviours</li> <li>➤ acquired new ideas, concepts and theories about aspects of negotiation and personal influence when dealing with different nationalities</li> </ul>
<p><b>DURATION:</b></p>	<p>2 Days – Six (6) hour sessions</p>