



Global Negotiations

“When in Rome, do as the Romans do” may not always be appropriate. Although we live in a globalized society, we all have to bow to the fact that business is done differently in many parts of the world.

Global Negotiations is a practical workshop to further develop the participants’ presentation and communications skills when dealing with overseas clients. The workshop will provide an insight into the critical issues when negotiating in the Global marketplace including: -

- What makes a good negotiator
- Understanding the key steps in more effective negotiating
- Understanding negotiating tactics and how to turn them to your advantage
- The importance of culture, language and non-verbal communications
- Presentations and Closing the Deal

Learning Outcomes

Bureaucracy, hierarchy, saving face, long and detailed presentations, banquets, heavy drinking, gift giving...it may all be part of the negotiation process. This workshop is a must if your company wants to:

- Better reach domestic markets
- Effectively break into overseas markets
- Improve key executive’s understanding of the negotiation process and how to use it to your advantage

The workshop will develop these skills in small groups with hands-on role plays of key sales activities.

Target Audience

Global Negotiations is designed for those companies and team members involved in sales, marketing and management in the global marketplace. The workshop will provide excellent preparation or

review of communications for key sales calls, missions and trade shows.

Course Duration

Global Negotiations is a one program although this can be modified for in-house workshops subject to the needs of the group.

Investment

The workshop will be in small groups and incorporate a full range of activities. The fee will vary subject to the specific needs of the group and the length of time available.

Workshop Leaders

Don Jolly, principal of Global Tourism Solutions will be the workshop leader for Global Negotiations. Don has enjoyed an extensive career in tourism sales, marketing and management with key positions postings in Asia, UK and Europe providing him with an in-depth knowledge of sales and communications with inbound markets.

For more information or to confirm your place on the next workshop, please call, email or fax and we look forward to discussing the outline and meeting in the future.

Global Tourism Solutions

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