



PERFORMING AND NEGOTIATING CONVINCINGLY



Au Premier, Zurich Main Station

What awaits you:

Successes and failures in professional and private areas of life are decisively determined by the individual's ability to conduct negotiations.

Convincing negotiation requires an optimal balance of communicative, strategic and ethical knowledge and skills that can be learned. These knowledge and skills are very valuable for Project Management and various leadership situations at all levels. This applies to daily dealings in execution, production, purchase, agreement and conflict situations.

Therefore, this workshop focuses on the transfer of practible negotiation knowledge, which is scientifically sound, legitimate, relevant in terms of professional ethics and its implementation in daily business.

The acquisition of negotiation skills can only be successful through concrete training and reflection of one's own (negotiation) actions.

**What you can expect:**

In addition to the presentation of negotiation concepts and the corresponding practical examples and exercises, the workshop also contains common negotiation strategies which are conveyed in a practice-related way. It is also important for participants to exchange experiences regarding their own success or failure in negotiation situations. At the same time, ethical considerations are of great importance in the workshop.

The knowledge and experience of the course participants is always based on their own negotiation practice, which will be promoted in the workshop.

The aims of the workshop are:

- Increasing one's own skills by learning practical and convincing negotiation methods, and
- the sensitization for communication processes in negotiation situations and learning of efficient negotiation strategies.

Who is addressed:

This workshop is aimed at all those who have to master a wide variety of negotiation situations in everyday life. For Specialists and Executives who want to negotiate convincingly and successfully, be it in a meeting, in a courtroom, in a contract or salary negotiation, etc., the workshop is designed for all those who want to leave a convincing impression.

How it works:

- 1.Day: 4-hour session with basics and negotiation concepts
- 2.Day: 4-hour session with negotiation strategies and recommendations

A handout for all participants with practical checklists is a matter of course.

About the speaker:

For more than 25 years Michael Becker has been confronted with difficult negotiation situations in the national and international construction business, especially in major projects. Together with his team, he had successfully fended off a mega claim at Gotthard Base Tunnel project by the consortium of contractors in many complex rounds of negotiations.

**What the workshop costs:**

"Performing and negotiating convincingly. Efficient and successful negotiation can be learned!"

Day 1: 9.00 am – 2.00 pm, Day 2: 2.00 pm – 6.00 pm: 750.- CHF
Costs including extensive
handout and refreshments during breaks

Dinner together after Day 2: 90.- CHF Presentation of participation
confirmations

REGISTRATION:
contact@mb-eng.ch

Venue: Au Premier, Salon Martin, 1st floor, Zurich Main Station

Organizer: MBecker Engineering, Michael Becker, Bleicherweg 10, 8002
Zurich

The number of participants is limited. Registration will be taken into account upon receipt, therefore, an early registration is recommended.

The workshop will be held from 8 registrations. In order to guarantee individual coaching, a maximum of 12 persons can participate.

The closing date for registration is **29 May 2020**. After registration you will receive an invoice for the costs to be paid.

If you wish, we can reserve a hotel room with breakfast at the Hotel St. Josef (3 minutes' walk from Zurich Main Station) for 200.- CHF per person incl. VAT.

Your registration is binding. Cancellations, which must be made in writing in any case, can be cancelled free of charge up to 5 days before the workshop. In case of later cancellations or unexcused absence, 350.- CHF will be charged as compensation.

We also offer you this workshop as an individual company workshop. We will be happy to make you a non-binding offer. Just get in touch with us.