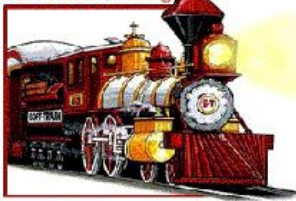


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# How to Negotiate Anything with Anyone Anywhere Around the World - Third Edition (3 Days)

**COURSE GOAL:** To negotiate with finesse and ease, no matter where you are

**PREREQUISITES:** None

**LEARNING OBJECTIVES:**

Upon completion of this course the student will be able to:

- worldwide negotiation skills
- greater business success
- foreign outsourcing and multicultural work teams
- insight into fine points of negotiating
- business entertainment guidelines
- delicate factors (such as regional sensitivities or gender issues)
- important “inside tips” for smoothing out language barriers

**KEY TOPICS:**

**I. Global Negotiating:**

- A.** Negotiating in Any Language: How Negotiations Work

**II. How Global Negotiations Work:**

- A.** What Makes Global Negotiations Different?  
**B.** Ten Powerful Strategies for Negotiating Around the World  
**C.** The Four Most Difficult Challenges Faced by Global Negotiators (and Them)

**III. Negotiating Around the World:**

- A.** Negotiating in Western Europe  
**B.** Negotiating in Eastern Europe  
**C.** Negotiating Primers for Argentina  
**D.** Negotiating in North America  
**E.** Negotiating in the Middle East and North Africa  
**F.** Negotiating in Asia and the Pacific Rim  
**G.** Negotiating in Sub-Saharan Africa