



# How to Negotiate Anything with Anyone Anywhere Around the World - Third Edition (3 Days) ST00090

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

**PREREQUISITES:** None

**LEARNING OBJECTIVES:**

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

- Understand cultural differences around the world.
- Utilize different strategies for different parts of the world.
- Effectively use foreign outsourcing and work in multicultural teams.
- Avoid offending those from different cultures in delicate areas (such as regional sensitivities or gender issues).
- Use important “inside tips” for smoothing out language barriers.

**KEY TOPICS:**

**I. World Class Negotiating:**

- A. The Global Negotiating Imperative
- B. The Emergency of a Global Economy
- C. A Multitude of International Business Arrangements
- D. Negotiating in Any Language: How Negotiations Work

**II. How Global Negotiations**

**Work:**

- A. What Makes Global Negotiations Different?
- B. Ten most Powerful Strategies for Negotiating Around the World
- C. World Class Negotiating Strategies
- D. The Four Most Difficult Challenges Faced by International Negotiators (How to Deal With Them)

**III. Negotiating Around the**

**World:**

- A. Negotiating in Western Europe
- B. Negotiating in Eastern Europe
- C. Negotiating Latin America
- 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