



SCHOOL OF GLOBALIZATION AND INTERCULTURAL BUSINESS RELATIONS

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Business Negotiations and Successful Deal Making in the United States/the United Kingdom

Day 1 (3 hr block)

- 1. Difficulties in intercultural negotiations/example stories.**
 - a. A deep explanation as to why you need this course.
 - b. Sharing of specific challenges your company is having and their solution.
- 2. How cultures differ in negotiations.**
 - a. Key trigger points for British and American cultures.
 - b. Key trigger points for Russian culture.
 - c. Knowing your own trigger point. Why it is important.

Day 2 (3 hr block)

- 1. Thinking patterns in different countries.**
 - a. Explanation of thinking patterns and how they pertain to negotiation and business thinking.
 - b. Putting it together in negotiation.
- 2. How to take what you've learned and use it to get what you need in the deal.**

Day 3 (3 hr block)

- 1. Preparation for negotiations with a foreign culture, the United Kingdom and the United States.**
 - a. The key mistake Russian businesses make in negotiations.
 - b. The consequences.
- 2. How to properly prepare for deep negotiations with a foreign culture, the US/the UK.**

Day 4 (3 hr block)

- 1. Practice what you've learned.**
- 2. Pushing the deal when the deal is difficult where there is a sticking point.**
 - a. How to push for your company's need and the deal that you need.
 - b. Using their culture and their trigger points to your advantage in the deep negotiations.
 - c. Key words. Words that make Americans/British move / do business / take action.

Upon completion of the course the students will:

- Know what moves business forward in US/UK and their key trigger point
- Know how to use the trigger point to your advantage to get the result
- Know how to prepare for negotiations to get the result for the benefit of both parties
- Feel confident and in control when negotiating with Americans/British
- Be able to establish steady and efficient cooperation with American/British companies for mutual benefit

Certificates will be provided upon completion of the course.

In order to request the training please contact us info@gibreations.com