



# Negotiations for professionals

Negotiation is one of the most important skills in business and life. In our increasingly demanding market negotiations skills can be your competitive advantage. This training course focuses on influencing and negotiating effectively in the face of complicated situations.



**8 – 9 May 2019, 9<sup>00</sup> - 17<sup>00</sup>**  
16 hours in total



PwC's Academy Bulgaria, fl.7  
9-11 Maria Louisa Blvd.,  
1000 Sofia



**€ 330 (excl. VAT)**  
Early bird € 290 (excl.  
VAT) until 19 April 2019



Training will be delivered in  
Bulgarian

## Who is it for?

The program is appropriate for any business professional who wants or needs to take their negotiation skills and self-awareness to a higher level of effectiveness.

## Agenda:

- Negotiations styles
- Types of negotiations
- Stages in negotiations
- Key elements of professional negotiations
- Communication in negotiations
- Strategy for successful negotiations
- Framing in negotiations - use MESO
- Jiu-jitsu in negotiations
- Tactics and how to mitigate them
- Negotiations mistakes and how to avoid them
- Case studies

## What you will gain:

- Discover your strengths and areas for improvement as a negotiator
- Understand more about different negotiations styles
- Systematic framework of key elements and phases in negotiations
- Improve your confidence in communicating successfully
- Learn how to create your strategy for successful negotiations
- Develop your skills using Jiu-jitsu technics in negotiations
- Recognize and deal with “dirty tactics”
- Common mistakes in negotiations and how to avoid them
- Tips and tricks in negotiations

## How to register?

Contact us at:

[pwcacademy.bulgaria@bg.pwc.com](mailto:pwcacademy.bulgaria@bg.pwc.com)

Tel: +359 894 333 058

[www.pwc.bg](http://www.pwc.bg)

**Follow us on LinkedIn: PwC's Academy Bulgaria Showcase**

This training could be added to your Continuous Professional Development (CPD) units: 1 hour = 1 unit.

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