

Mannaz Training Course

# Negotiations that create results

Give yourself a head start in reaching your negotiation objectives

- 📄 2 days | 15 lessons
- 📍 Copenhagen
- 💬 English & Danish
- 🏷️ 12.999 DKK (ex. VAT)
- 👍 4.8/5.0 satisfaction

Mannaz

# NEGOTIATIONS WITH IMPACT

Everything is changing – and hence everything is up for negotiation.

You negotiate in your professional life and your personal life daily. You negotiate with clients, suppliers, employers, colleagues, and authorities. Regardless of where you're negotiating, using negotiation techniques that bring about a shared experience of success is the best way to reach your goals. It's not about winning a war with arguments, but rather about creating win-win experiences.

This 2-day course in negotiation techniques will provide you with basic tools and techniques and an insight into effective negotiations at all levels.

## Participant Profile

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This course is for anyone who needs to communicate to achieve a goal in their daily life. It's for those with leadership responsibilities, for buyers and sellers, and for anyone in a project-oriented world who needs to create results that push the process further along.

The ability to negotiate is a competence that's needed across the organisation and helps you create results, internally and externally.

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*"A Very good course with a clear take home message (and not too many aspects, which will be forgotten quickly). The facilitator was driving the course very professional and facilitated a pleasant atmosphere. A very professional setting."*

– Robert Spann, Global Operation Liaison Officer, Chr. Hansen A/S

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# Programme structure and content

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This course is held over 2 consecutive days.

This is a practice-based course. So, we'll constantly relate theory and tools to realistic situations that you know from your everyday life, and you'll have the opportunity to test yourself.

The facilitation takes place in a calm, relaxed atmosphere. This means you can safely make the necessary mistakes and expect positive, forthcoming feedback from the facilitator and your fellow course participants.

## During this course you will work with:

- 🕒 Important techniques and tools
- 🕒 Uncovering your goals and those of your counterpart
- 🕒 Introduction to questioning techniques
- 🕒 The importance of win-win
- 🕒 How to handle your counterpart's strategy
- 🕒 Planning and execution
- 🕒 Increased personal impact

## The price includes

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- 🕒 2 training days
- 🕒 All meals
- 🕒 Course materials
- 🕒 Course certificate
- 🕒 Option to purchase additional personal coaching for your further development

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# Why take this course

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When you participate in this course, you will not only gain personal skills, but also skills that your company or organisation can greatly benefit from.

## Personal benefits

- 🕒 Achieve better results in your negotiations
- 🕒 Learn to ask the right questions
- 🕒 Choose the right negotiation style for the task at hand
- 🕒 Learn to use a win-win approach to reach your goals
- 🕒 Learn to deal with your counterpart's typical tricks
- 🕒 Get better at handling aggression and threats
- 🕒 Learn to build good relationships

## Benefits for your company

- 🕒 Employees who achieve more and better results
- 🕒 Managers with better management tools
- 🕒 Fewer conflicts and more solutions
- 🕒 Strengthening of selected functions

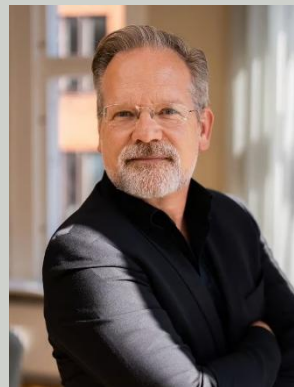
## Do you have any questions?

You are always welcome to contact us to get a consultation on which course is right for you and your needs.

**René Fabricius Weichel**

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## Host the course for your employees only

With an in-house programme, you can choose any course from our broad portfolio. We will conduct the course for your employees only – adapted to your specific needs, wishes, and business goals.

Contact **Mariann Illum Vendler**, Relation Manager: [miv@mannaz.com](mailto:miv@mannaz.com) | +45 4517 6189

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