

Find out what your negotiations style is!

Get ready to negotiate! Knowing exactly what you want and at the same time, leaving room for anticipating on insights that arise during the negotiations process is an art. In this masterclass:

- You will learn the building blocks of a negotiation process
- You will learn about negotiation tactics
- You will get acquainted with negotiation templates
- You will learn how to prepare for cultural differences in the negotiation process
- You will learn about your own negotiation style

Preparations

A few weeks in advance you will be invited for filling out an online test to make up your DISC-sales profile. The results of this test will be discussed during the masterclass.

About the trainer

Anil Joshi is an experienced negotiations trainer, who works in over 25 countries. Born in China, Anil has lived in Asia (India), Africa (Egypt, Somalia), South America (Guyana), The Caribbean (Trinidad), North America (USA) & residing in The Netherlands since 1988. He completed his university education in India, Masters in Business Administration, majoring in Marketing with supporting fields in Finance & Psychology (Extension Education). He also holds a Bachelor's degree in Science (B.Sc).



Practical information

Date	14 November 2019 7 February 2020
Location	Landgoed Oranjewoud Lindelaan 1, 8453 JD, Oranjewoud
Costs	€ 1.750,- (excl VAT)

*Prices are inclusive lunch and drinks and exclusive dinner and overnight stay.
The maximum number of participants for this masterclass is 10.*



Get ready.