



 B1 - B2 - C1 - C2

Intermediate to Advanced
20 hours short course

International Negotiations

ISPRO offers a set of Business Skills courses that can help you enhance your Professional English Skills. These courses range from Writing for Impact, Dynamic Presentation, International Negotiations and Communicating Across Cultures. The International Negotiations course is an exciting new short course (15-20 hours) for business English learners who want to stand out as great negotiators. Drawing an inspirational advice from leading experts in negotiation, International Negotiations takes students through the entire negotiation process, from preparing to negotiate to closing the deal.

The International Negotiations book consists of ten modules that cover topics such as relationship-building, questioning techniques, decoding body language, bargaining, and the powers of persuasion. Activities in the book include challenging role-plays and skill-building games further develop key negotiation and language skills, while the Key and commentary provided valuable insights into all aspects of negotiating, including the importance of understanding cultural differences when negotiating. As well, the book provides audios and online resources for students to further their training.

Professionals of all backgrounds can benefit from this course because it is applicable to many different fields and careers. In addition, it is a course that provides a lot of dynamic to improving their Professional English skills.

Course Contents

Developing negotiation skills

- Unit 1: Preparing to negotiate
- Unit 2: Relationship-Building
- Unit 3: Establishing a Procedure
- Unit 4: The Proposal Stage
- Unit 5: Questioning Techniques
- Unit 6: Exploring Interests
- Unit 7: The Bargaining Zone
- Unit 8: Powers of Persuasion
- Unit 9: Handling Breakdowns
- Unit 10: Closing the Deal

*Don't ever slam a door.
You might want to go back!*

Don Herold,
humorist, writer, illustrator

We cannot negotiate with those who say "What's mine is mine and what's yours is negotiable"

John F. Kennedy,
former US President

The first in influence is building rapport

Daniel Goleman,
originator of Emotional Intelligence

In a successful negotiation, everybody wins.

Gerard Nierenberg,
The Negotiation Institute

