

Balancing effective negotiations with positive relationships

The programme will provide the participants with the necessary skills to help them negotiate effectively, and at the same time maintain good relationships with their counterparts.

By the end of the programme, participants will be able to:

- apply the necessary negotiation tactics depending on the situation
- adjust their behaviour and style depending on who they are negotiating with
- strengthen their communication skills and use these to maintain effective relationships and negotiate at the same time
- avoid errors and traps that lead to dead ends in negotiations
- learn to develop alternative negotiation scenarios to meet their goal

Who should attend the seminar?

The programme is designed for middle or senior management who are involved in negotiating fees with clients and/or suppliers on behalf of their organisation. It could include managers in procurement or finance functions.

PwC's Academy Cyprus

Time	9:00 – 17:30 7 CPD units
Date	31 October 2019 PwC's Training Centre Nicosia (Julia House, 3 Themistocles Dervis str., Nicosia)
Instructor	Marilena Shakalli Maroudia <i>Senior Manager & Tutor of PwC's Academy</i>
Fee	€200 (+VAT) Fee to be paid by eligible participants: €119 (VAT incl.)
Language	English



The programme specifications have been approved
by the HRDA.

