



A Global Education Company



Please accept our invitation to the
***“Negotiation as a Dialogue
Workshop” ****

The workshop will be conducted on

14th June 2016

From 9am - 14:30 pm

at Bydgoska Agencja Rozwoju Regionalnego
Ul. Mennica 6
Bydgoszcz

Workshop focus:

Negotiation as a dialogue

Negotiation styles

Influence of culture on negotiation process

Please find detailed agenda attached

Due to a big interest in the topic we can only guarantee two places per company.

Reserve your place by email gdansk@berlitz.pl or via phone 58 305 16 13
by June, 10th.

We look forward to seeing you at the event!

Berlitz Gdańsk Corporate Team

*The meeting will be held in the English language and it is free of charge

Regular workshop fee is 800 PLN



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Berlitz Workshop ***“Negotiation as a Dialogue”***

14th June at 9:00 a.m.

09:00 – 09:30	Registration for the event
09:30 – 09:45	Welcome – Agnieszka Borowczyk and Mickiey McCormick
09:45 – 11:00	The stages of negotiation The two types of negotiation Negotiation styles: What kind of negotiator are you?
11:00 – 11:30	Coffee break and networking session
11:30 – 12:10	Decision making authority Sizing up the other side Closing Dos and Don’ts Cultural aspects of negotiation
12:30 – 12:45	Negotiation in practice - Workshop
12:45 – 13:00	<i>Tour around hotel Rezydent - partner of Berlitz’s workshop.</i>
13:00 – 13:15	Closing comments Agnieszka Borowczyk - Corporate Sales Manager

Trainers: Mickiey McCormick, Berlitz

We look forward to meeting you during the event!

Agnieszka Borowczyk - Corporate Sales Manager Pomerania Region
Mickiey McCormick – Pedagogical Director