

## Entrepreneurship Seminar/HR Seminar - Management Training

# Successful Negotiations

# 3 days

*Anticipating and creating win-win solutions*

### Who should attend:

Professionals and managers who are, or will be, leading or participating in negotiations.

### Seminar Objectives:

This practical and pragmatic seminar will equip you with a clear understanding and concrete tools to achieve a maximum result in any negotiation you may be involved in. The ability to anticipate and create win-win solutions will be practiced in real-life simulations and practical exercises. The seminar will cover:

- Managing the negotiation process through diagnosis, structure and strategy in order to create a win-win situation
- The art of simplifying complex solutions by turning potential conflicts into trigger moments
- Building relationships based on listening skills and integrity to achieve one's goal by giving others what they need
- The dynamics of multi-party negotiations including coalition building
- How to avoid common negotiating mistakes

### Dr. Richard A. Pai, Senior Professor

Dr. Richard Pai gives the Successful Negotiations seminar at BSL. He is managing director of the consulting firm RP Associates Sarl where he facilitates investment ventures between India and European countries. Pai has over thirty years of corporate management experience including work with Saudi Basic Industries Corporation (SABIC), Warner Electric International, Grace Industrial Chemicals, Motorola Europe and Gulf & Western International. Pai's dedication to the academic world extends beyond BSL, with assignments at the Swiss Business School in Zurich and the American Graduate School of Business in Vevey.

Pai earned his Ph.D in Finance from the University of Lausanne and was a research associate for the IMD. A Swiss an Indian citizen, Pai holds a Master's Degree in Economics from the University of Bombay, and a Bachelor's Degree in Economics from the University of Madras.

### Related Seminars:

- Project Management
- Leading Change & Turn-Around Mgmt.
- Advanced Teamwork and Cooperation Skills

### Seminar Fees: CHF 2'800.-

*This fee includes:*

- Registration
- Course materials & books
- Catering, light lunches and dinners

### Useful information:

*This seminar includes a commitment to 10 hours of pre-work and 20 hours of post-assignment.*

### Pre-requisites:

- A solid understanding of business, obtained through management training courses or relevant professional work experience.
- Fluency in English.

### Duration

- Thursday: 8:30 – 21:00
- Friday: 8:30 – 21:00
- Saturday: 8:30 – 14:00

### Benefits:

In BSL's management training seminars, you will apply new insights in a multicultural environment through teamwork and interactive learning. You will walk away with skills that you can apply to your job and will obtain university level MBA credits that can be accumulated for CAS certification.