



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



A Global Education Company



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