

NEGOTIATE TO MAKE AN IMPACT



OBJECTIVES :

1

DAY

120



05 %



Build a practical toolbox of techniques to tackle any negotiation

01

Build a constructive relationship with your negotiation counterparty

02

Engage and drive your counterparty towards an agreement

03

Co-construct by influencing efficiently without imposing

04

HIGHLIGHTS

- One-day workshop in English
- Very high-level speaker with an international profile
- Interactive teaching, participative methodology, transfer of skills
- Seasoned experience shared with participants
- Learning by doing
- Building a golden network

PROGRAM - Date to be confirmed

AM	PM
1st negotiation to identify negotiation challenges	Role-playing
Controlling and driving the negotiation	Leveraging the psychology of your counterparty
Role-playing	Applying emotional intelligence
Influencing techniques	Role-playing

SPEAKER PROFILE



Alexis Kyprianou is a professional negotiator, having negotiated numerous mergers and acquisitions as well as commercial and social agreements for companies over a period of nearly thirty years. He gained his experience in some particularly difficult environments, notably in the telecoms sector during the dotcom bubble burst in 2000, at Vivendi, where he plays a major role in one of the biggest turnarounds ever seen in Europe (2002-2004), and at Danone, where he renegotiated a number of global partnerships in the context of banking crisis in 2008.

In 2010, Alexis became a negotiation trainer and consultant. He works in companies across Europe, helping manager and operational staff negotiate with their day-to-day contacts. He is today « the expert » in negotiation techniques and author of « La Bible de la Négociation » published by Eyrolles.

PRACTICAL INFORMATION

- **Program Advisory Board:** Sibylle du Bus (EPM), Alexis Kyprianou
- **Target audience :** anyone involved in negotiation and anyone who wants to negotiate to make an impact (maximum 14 participants)
- **Training duration and fees :** 1 day (8.30am to 5.30pm)
920€ excl. VAT - **875€** excl. VAT (EPM Members)
- **Location :** HSP 1, Chemin du Stockoy – 1300 Wavre

Thanks to



for hosting us

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