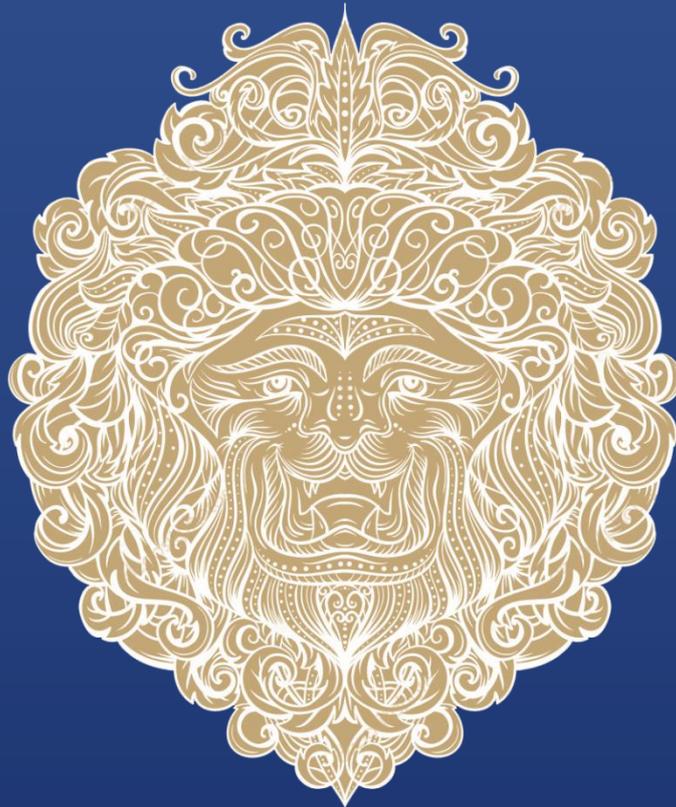

PROFESSIONAL PERFORMANCE DEVELOPMENT EVENT
AN EXCLUSIVE INVITATION



Top
Negotiators'
GATHERING

The
Creative
NEGOTIATOR



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogieurope.com

WEB: www.ogieurope.com



Top Negotiators' Gathering

SENIORITY

- 1 specialists
- 2 managers
- 3 senior managers
- 4 directors
- 5 c-level executives

SENIORITY	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
ENTERTAINMENT	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
COACHING	<input checked="" type="radio"/>				
CUSTOMIZABLE	<input checked="" type="radio"/>				
INVESTMENT	<input checked="" type="radio"/>				

This special power coaching event is designed exclusively for experienced negotiators who want to take their skill levels to higher levels. This is not a “teaching” event, but an intense workshop for participants to experiment, share and test strategies, tactics, techniques or just practise with other professional negotiators.

You're a senior executive who knows that to stay sharp your skills need constant and regular checking, testing and improving if you are to stay ahead. You already know how to negotiate and have attended intermediate (or advanced) courses, but want to push yourself to even higher levels of performance. This is an essential part of your Leadership and Continuing Personal Development. This is ideal for fast track talent programs.





Your Power Coach

His expertise comes from working at Board level for a world-class multi-site international business and as a Trouble Shooter. He has led large professional teams covering a variety of significant high level negotiations often in highly complex situations – in M&A, Procurement and Employee Relations.

He uses a fascinating range of proven and trusted techniques developed and polished over the past 30 years. It all began because of the appalling lack of genuinely experienced negotiating trainers to work on major projects in the 70's. He does not look for the quick fix; but rather a deep understanding of the subject and the pursuit of sustainable improved performance. He has extensive commercial experience having worked with top buying teams in retail, professional selling and international buying teams in FMCG, major contract negotiators in IT and construction and management boards in leading global manufacturing companies.

In recent years, He has run Advanced Negotiating Workshops as part of the Cambridge Judge Business School MBA program and lectured on the MSc program on Global Business at Nottingham University Business School.

FEW EXAMPLES OF COMPANIES HE HAS WORKED WITH



TESCO

AstraZeneca

PEPSICO

Coca-Cola

KPMG

Cadbury



The New York Times

MARS

Pfizer

BBC

Ministry
of Defence

Sainsbury's

Unilever

SWAROVSKI

Schweppes

gsk

IBM



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We'll Cover Tactics for

- Dealing with difficult people
- Building relationships
- Creating, managing and blocking deadlocking tactics
- Managing senior people, negotiating upwards
- Coping with non-negotiable issues
- Up-trading / down trading
- Speeding up, slowing down and stopping
- Closing options
- How to handle difficult proposals, increase options for responding
- Handling outrageous and unrealistic positions and demands
- Managing aggressive and competitive negotiators
- Using adjournments, creating space
- Building powerful negotiating teams
- Specialised note taking - an essential for the professional

LIMITED TO

16
SEATS



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The Creative Negotiator

This is a course for your team, who are involved in formal negotiations; are being developed to participate in negotiating teams; are assisting in the preparation for negotiations. It provides a useful foundation as part of a leadership or change management program. This course essentially is designed to enhance your people and therefore strengthen the support they give you in business development.



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SENIORITY	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
ENTERTAINMENT	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
CASE STUDIES	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
CUSTOMIZABLE	<input checked="" type="radio"/>				
INVESTMENT	<input checked="" type="radio"/>				

This highly practical course involves plenty of face to face negotiating. It is designed to allow your team to focus on each phase of the negotiation to gain a proper understanding of the process; explore, experiment and test ideas. We use a mix of video recorded sessions, discussions, exercises and lectures. It is fast moving and highly enjoyable. Many delegates find that they secure significant financial gains and quicker deals almost immediately.

Each Topic is covered starting with an interactive lecture followed by a negotiating case. Each case involves team selection; preparation; negotiation. Followed by detailed review. During each review insights are provided into the strategies and tactics that can be tried as the workshop develops. How and When to use particular gambits.



Dates & Location



Top Negotiators' Gathering

20-21 March, Budapest



The Creative Negotiator

18-19 September, Prague

REQUEST FULL BROCHURE



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