International and Cross-Cultural Negotiation

4 – 8 January 2027
Paris (France)

UK Traininig
PARTNER



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Ref: 3255183_334126 **Date:** 4 – 8 January 2027 **Location:** Paris (France) **Fees:** 5200 GBP

Introduction

In an era of globalization, professionals at all levels are increasingly required to engage in International and Cross-Cultural Negotiation. Whether it involves government institutions, multinational corporations, or NGOs, negotiations across borders demand a deep understanding of cultural differences, communication styles, and strategic approaches.

This program is designed for executives, team leaders, and specialists across sectors such as energy, banking, telecommunications, government, human resources, project management, marketing, and more in the Middle East and North Africa. It equips participants with practical negotiation skills, cultural intelligence, and proven strategies to achieve successful outcomes in complex global environments.

Course Objectives

- Understand the foundations of international and cross-cultural negotiation.
- Recognize the influence of culture on negotiation styles and behaviors.
- Apply practical tools to manage negotiations in multicultural contexts.
- Develop strategies to overcome cultural and communication barriers.
- Enhance emotional intelligence and cultural adaptability.
- Learn to prepare, structure, and close international agreements.
- Analyze real-world case studies of cross-border negotiations.
- Strengthen leadership and decision-making skills in global settings.

Course Outlines

Day One: Fundamentals of International and Cross-Cultural Negotiation

- Defining negotiation in international contexts.
- Differences between domestic and cross-cultural negotiations.
- Key success factors in international negotiation.
- Role of trust and credibility in global agreements.
- Stakeholder mapping and interest analysis.
- Group exercise: identifying negotiation challenges in multicultural settings.



Day Two: Cultural Dimensions and Their Impact on Negotiation

- Hofstede's cultural dimensions in negotiation contexts.
- High-context vs. low-context communication.
- Time orientation and its effect on negotiation strategies.
- Power distance and authority in different cultures.
- Adapting negotiation style to cultural expectations.
- Workshop: Comparing negotiation styles across regions.

Day Three: Practical Tools and Techniques for Negotiating Across Borders

- Preparing for international negotiations.
- Techniques for managing language barriers and interpretation.
- Building rapport and trust in multicultural teams.
- Non-verbal communication across cultures.
- Negotiation tactics: distributive vs. integrative approaches.
- Simulation exercise: multi-party international negotiation.

Day Four: Conflict Management and Building Long-Term Relationships

- Identifying sources of conflict in cross-cultural settings.
- Mediation and problem-solving strategies.
- Balancing short-term wins with long-term partnerships.
- The role of empathy and cultural sensitivity in conflict resolution.
- Strategies for maintaining relationships after tough negotiations.
- Case study: conflict resolution in international joint ventures.

Day Five: Case Studies, Simulations, and Final Assessment

- Review of concepts and negotiation models.
- Real-world case studies from global business and diplomacy.
- Group project: design a negotiation strategy for a cross-border deal.
- Role-play simulation: international contract negotiation.
- Peer review and feedback session.
- Final evaluation and key takeaways.



Why Attend This Course: Wins & Losses!

- Gain advanced knowledge of international and cross-cultural negotiation.
- Develop practical negotiation strategies tailored to multicultural contexts.
- Strengthen communication, empathy, and adaptability skills.
- Enhance leadership capabilities in global environments.
- Learn from regional and international best practices.
- Build confidence in managing high-stakes negotiations.
- Network with professionals across diverse sectors.
- Improve organizational outcomes through effective negotiation.

Conclusion

International and Cross-Cultural Negotiation has become a critical skill for professionals navigating today's interconnected world. Beyond technical expertise, success depends on cultural awareness, adaptability, and strategic communication.

This course provides participants with comprehensive tools, applied techniques, and real-world insights to master negotiation across borders and cultures. By the end, they will be prepared to achieve sustainable agreements and foster long-term international partnerships.

