

TRAINING

GLOBAL NEGOTIATION

In **Global Negotiation** we explain the differences in how negotiators of different cultural origins will most commonly react. Thus allows optimal preparation and results for cross-cultural negotiations.

Global Negotiation also involves simulation exercises, as well as extensive sessions on planning. Spearheaded by Bob Gibson, we utilize different training partners, depending on the area of the world in question.

While each session is different, depending on location, certain aspects of the program remain universal:

- **Tactics & Strategies.** Through 2 decades in business & negotiation all over the world, Bob has become familiar with virtually every tactic used by businesspeople. He's identified the most effective, the ones used most often in different parts of the world, and he'll teach your organization exactly how to respond to them.
- **Continuum of Business/Moments of Truth.** A key thought process that separates this program from all other negotiation instruction. It's the key to successful business deals while maintaining relationships.
- **All About Power.** Where real power comes from, how to get more of it, how to face- and successfully outsmart – the other parties power.
- **Positioning.** How to position yourself and what you want for maximum strength in a negotiation.
- **Formula for Success.** A proven process that works wonders in any negotiation. It heads off trouble before it starts. It's a simple, but profoundly effective tool.
- **Negotiation Style.** How to find your natural **negotiation style** and use it successfully.
- **Planning.** The “**STREET-SMART Negotiation Planner**” teaches a businessperson how to plan- really plan before a negotiation. The planner guides them through the minefield of international negotiation. It helps them avoid mistakes, and most importantly - it shapes the way they think. They will reach a point where they will never be ambushed again.

Currently offer courses with emphasis dealing in the following areas:

North & South America
Middle East
Asia
Europe

Bob Gibson is a negotiation strategist and the president of San Francisco-based [Negotiation Resources](#). He may be reached at 415-331-8808.