



Курс 1

## Переговори (B1+)

### 1 Preparing for negotiations and getting started

- Planning your negotiation
- Setting Objectives
- Making an opening statement

### 2 Choosing your strategy

- Negotiation culture in business
- Building Rapport with your counter party
- Different types of negotiation strategies and tactics

### 3 Start the negotiation

- Proposals/Counterproposals
- Reacting to Proposals: Accepting and confirming
- Summarizing the negotiation

Case Study: Green Hills Coffee

### 4 Negotiating a deal

- Rejecting proposals
- Dealing with objections

### 5 Mediation and handling conflict

- Dealing with conflicts
- Managing conflict: giving bad news
- Mediation

Case Study: Blackchat Communications

### 6 Close the deal

- Follow-up/ Guarantee/ Summarizing
- Deadlines and closing discussion
- Ending the negotiation

Case Study: Fashion house deal

#### Grammar

Conditionals: 0/1/2/3

Modal verbs of obligation, prohibition, permission