

Denis Leclerc, Ph.D.

Arizona | *Rouen* | Education | *Travel* | Truce



A world map in shades of blue, serving as the background for the text.

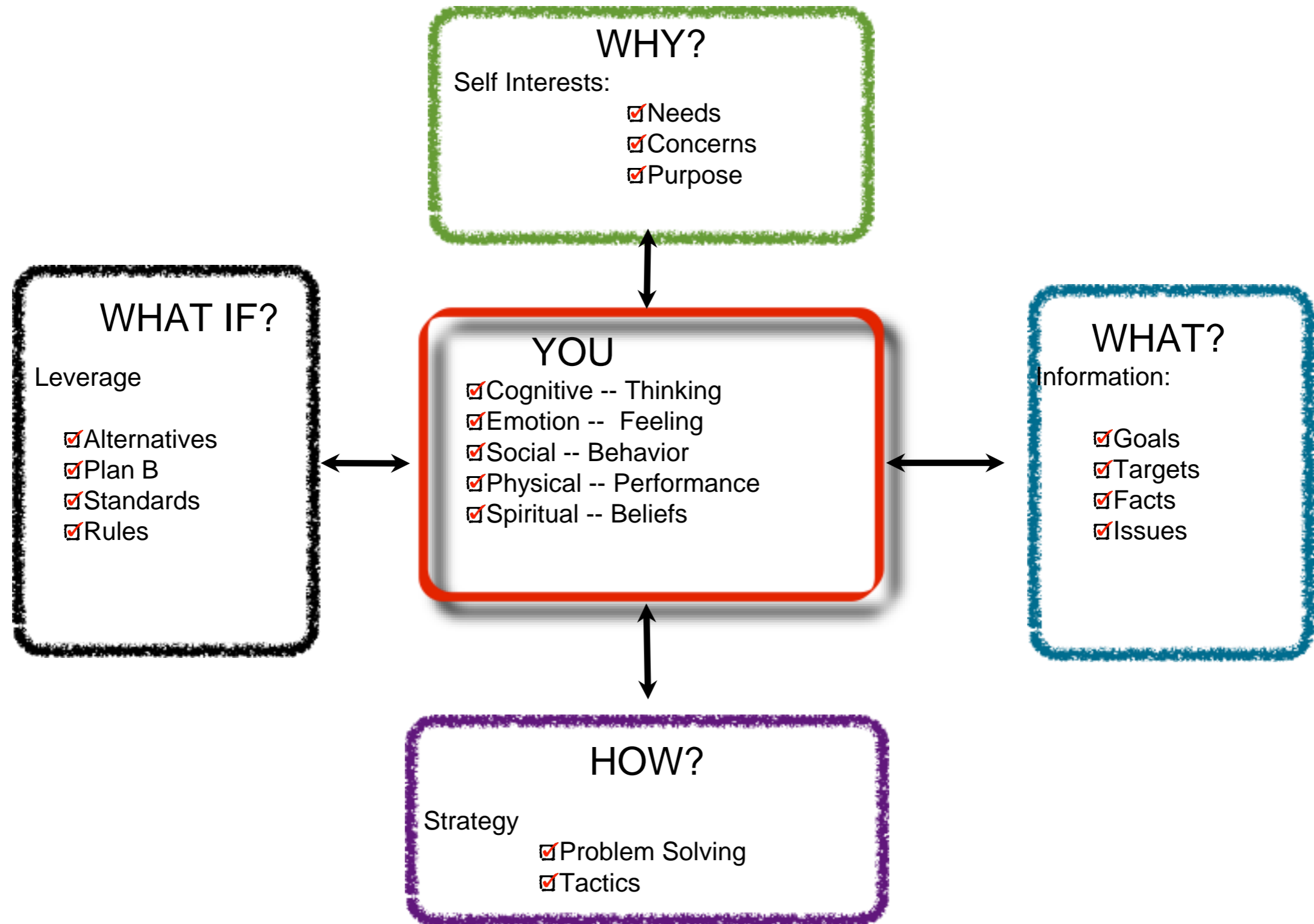
Five Tactics to improve your Next Global Negotiation

**Denis Leclerc, Ph.D.
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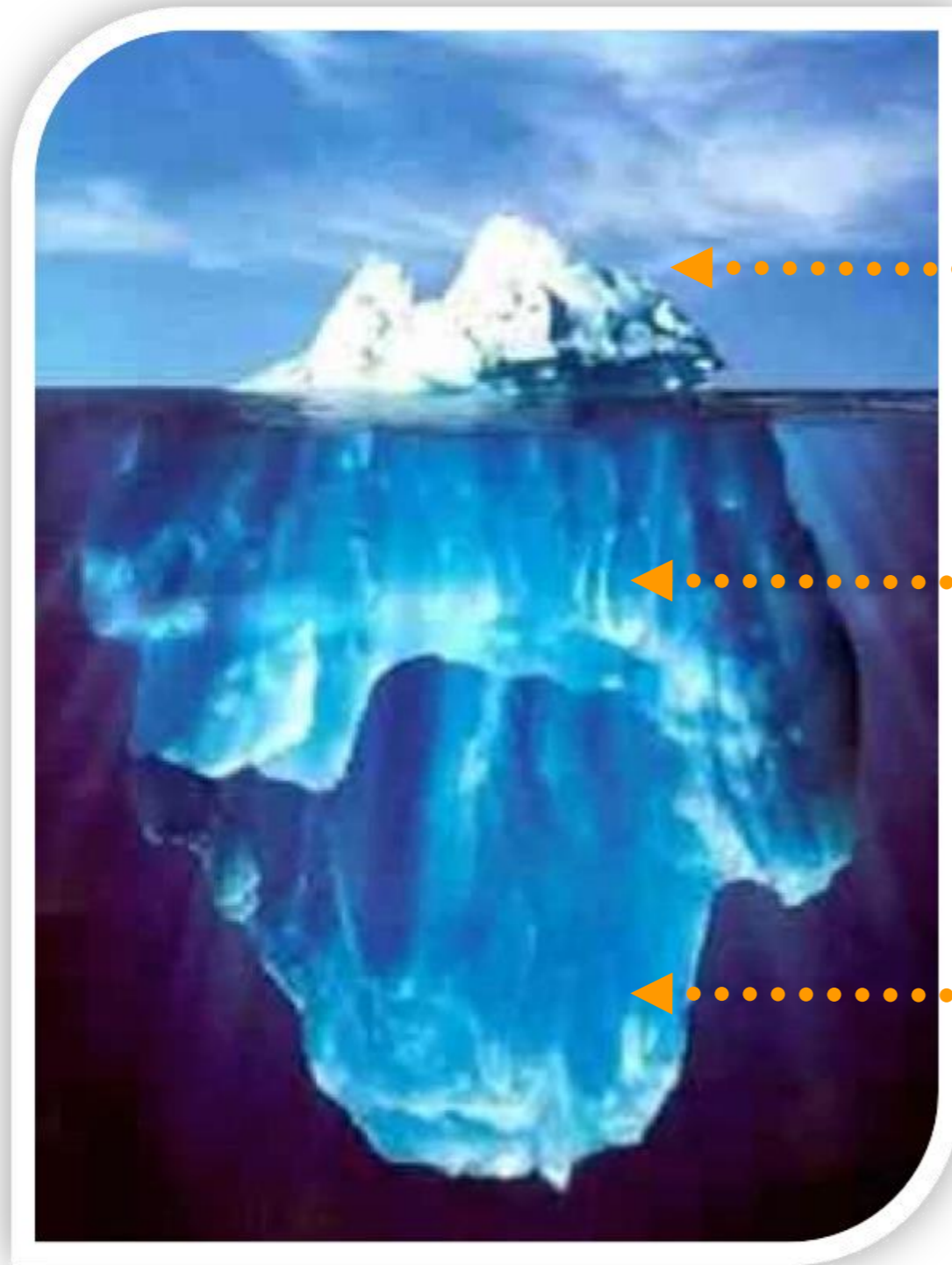
What
challenges
do you face
in your global
negotiations?



Tactic #1: Prepare, Prepare, Prepare



Tactic #2: Be a Cultural Wizzard



Observable Behaviors

Cognitive: Beliefs and Principles

Emotions: Underlying Values

* The Iceberg Model* Edgar Schein, MIT

Tactic #3: Know yourself

Language

Non verbal behaviors

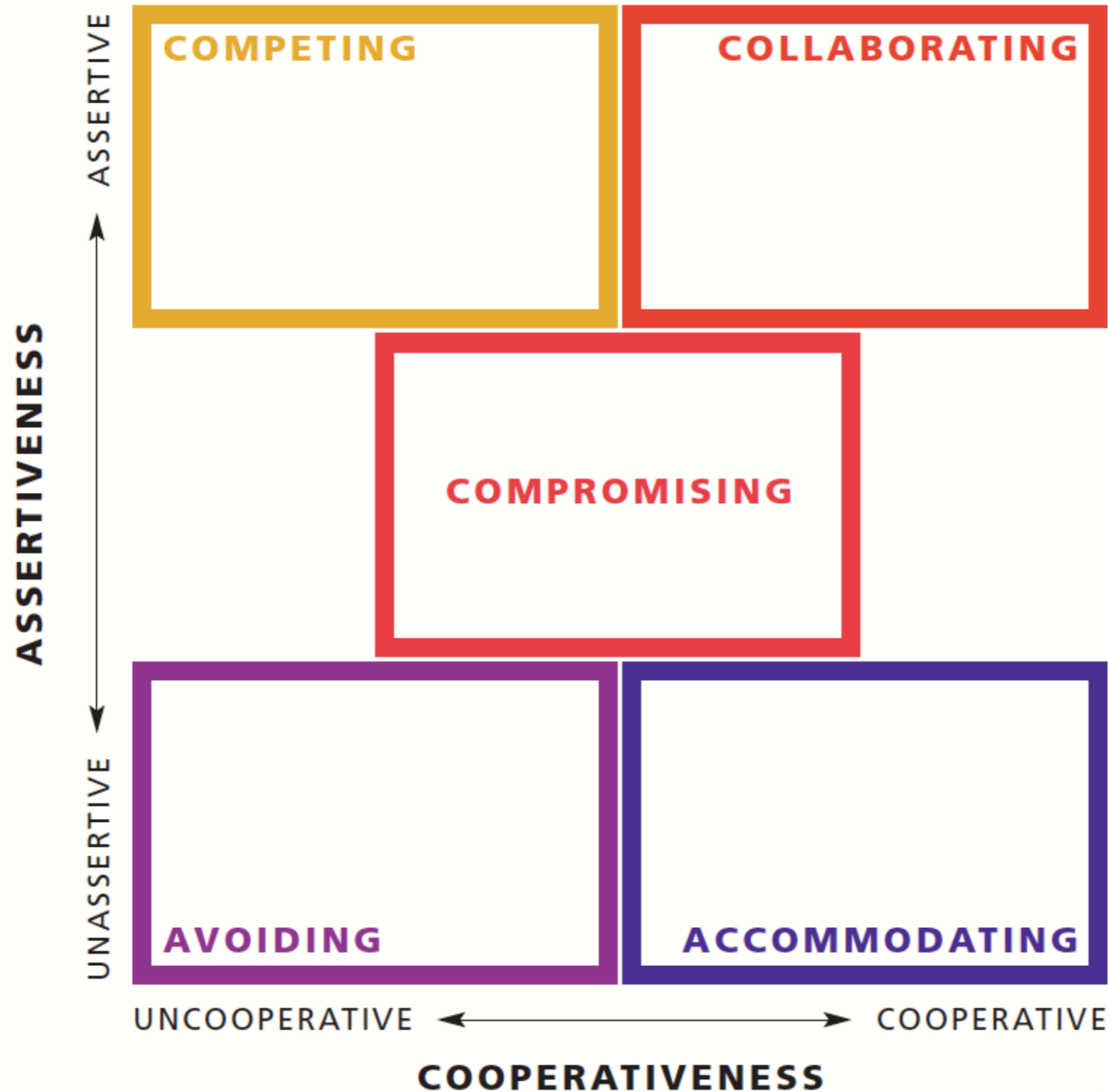
Values

Thinking and decision making process



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Tactic #4: Be able to switch your negotiation Style



Tactic #5: Do a Post Negotiation Review

Steps in the negotiation process	Situational View	Institutional view	Examples of tools and procedures
Reviewing the negotiation	Few reviews; focus on cost reduction, and percentages of deal closed	Systematic review. Extract review	<ul style="list-style-type: none">- Review not only on outcome but process- Debrief that feeds on best practices- Training in constructive debriefing

Next Open Enrollment Programs

The screenshot displays the website for the Thunderbird School of Global Management. At the top left is the school's logo, which includes a globe icon and the text 'THUNDERBIRD SCHOOL OF GLOBAL MANAGEMENT' and 'A unit of the ASU Knowledge Enterprise'. To the right of the logo is a navigation menu with links for 'ASU Home', 'My ASU', 'Colleges & Schools', 'Map & Locations', 'Directory', and 'SIGN IN'. Below the navigation menu is a search bar with the text 'Search' and a magnifying glass icon. A dark blue navigation bar contains links for 'Home', 'Degrees', 'Executive Education', 'Faculty', 'Alumni', 'Students', 'Recruiters', 'About', and 'Knowledge Network'. The main content area features a large blue-tinted image of a classroom with students and a teacher. Overlaid on this image is the text 'Open Programs for Individuals'. Below the image is a social sharing section with the word 'SHARE' and icons for LinkedIn, Facebook, Twitter, Email, and a plus sign. A breadcrumb trail reads 'Home / Executive Education / Open Programs for Individuals'. On the left side, there is a sidebar with two links: 'About Us' and 'Open Programs for Individuals', with the latter being highlighted in blue. The main text area has the heading 'Hone your global management skills' followed by a paragraph: 'Thunderbird offers a suite of classroom- and online-based executive and professional development programs designed to challenge business leaders to think and manage more effectively in a constantly evolving and turbulent international world. The unparalleled curriculum, the distinguished faculty and the diverse cultural and professional networking opportunities combine to create an ideal learning'.

thunderbird.asu.edu/executive-education/

Questions?



Thank you!

We educate global leaders who create sustainable prosperity worldwide.

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E-Mail: denis.leclerc@thunderbird.edu

Tel: 480 518 2323