

# Powerful Presenting & Effective Negotiating

<b>Goal</b>	<p>To improve typical company and product presentations, to master the English for this field, to gain confidence and to bring a lighter touch to the presentation.</p> <p>To introduce concept of negotiation, to master English in negotiation situations.</p>
<b>Content</b>	<p><b>Focus: Participants present and get sensitive support to achieve their goals.</b></p> <ul style="list-style-type: none"> <li>▪ Presentation Soft Skills</li> <li>▪ Body Language</li> <li>▪ Involving the audience</li>   <li>▪ Language for Negotiations</li> <li>▪ Negotiation role plays</li> <li>▪ Listening practice “English for negotiations”</li> </ul>
<b>Trainer</b>	<p>Paudie McCarthy</p> <p>Paudie McCarthy is Irish. He has been teaching Business English in industry for more than 10 years. Some of his customers are: Heidelberger Druckmaschinen, LAMY GmbH, Heidelberger Cement Group and Phoenix Mannheim.</p>
<b>Method</b>	<p>Interactive training: Short presentations by participants, feedback &amp; analysis of presentation technique, role-plays.</p>
<b>Level</b>	<p>Intermediate</p>
<b>Location</b>	<p>com.be.nations seminar room, Heidelberg, Kleinschmidtstr. 48</p>
<b>Teaching Hours</b>	<p>9 am – 5 pm (1 hour lunch, 2 coffee breaks)</p>
<b>Participants</b>	<p>Minimum of 2, Maximum of 6.</p>
<b>Price</b>	<p>€ 350,-- + VAT (seminar documentation &amp; lunch inclusive)</p>

✉ info@combenations.de    🌐 www.combenations.de

☎ 06221 – 1 37 27 30

☎ 06221 – 1 37 27 55

📍 com·be·nations GmbH / Kleinschmidtstr. 48 / 69115 Heidelberg