

Levesque Negotiation

Great negotiators are not born that way. They are trained.

The Basics of Negotiation for HR Professionals

About the presentation

Negotiations is a critical skill yet very few executives and entrepreneurs are formally trained or even comprehend the basics. This is due to a mistaken belief that negotiating is a natural skill. Great negotiators are not born that way. They are trained.

Canadian negotiation expert Georges Levesque will lead this 4-hour virtual seminar entitled: ***'The Basics of Negotiation for HR Professionals'***. During this event you will learn the following in 4 modules:

Module 1: The Negotiation Framework (75 minutes)

- How to prepare for a negotiation
- Clarify objective
- Set parameters
- Understand options
- Learn key terms
- Make offers
- Tips & tricks
- Close the deal

Module 2: Practical application (45 minutes)

- Example of real-life usage
- Buying a car
- Buying a house
- 1:1 exercise and learnings

Module 3: Labour negotiations (60 minutes)

- Using a model
- Union vs. non-union
- How to keep peace

Module 4: Salary negotiations (45 minutes)

- Dos and Don'ts
- For talent
- For yourself

Q & A & wrap-up (15 minutes)

About the presenter

Georges Levesque is a senior executive with EF Education First, the world's largest educational organization with over 52,000 employees in 114 countries as well as President of Levesque Negotiation, a negotiation training firm assisting clients all over the world.

Georges is also an entrepreneur, professional speaker, and proud supporter of small businesses. Trained in advanced negotiations and business strategy at both the MIT School of Entrepreneurship and the Harvard Business School, he is a former board member of Entrepreneurs Organization (EO) and has traveled to over 100 countries.

A business graduate of Carleton University in Ottawa, Canada, Georges currently resides in Montreal & Boston with his wife Paulina and 3 children.