



# BUSY SUMMER

**Seminar Title:**

**Eine schwierige Verhandlung** - the German you need to negotiate

**Level according to CEFR:**

C1

**Short Description of the Course Goals:**

Negotiating is probably the most challenging task facing business people. The difficulties are magnified when you have to negotiate in a foreign language, as hesitations and uncertainty can undermine even the best negotiator's effectiveness. Our seminar will help you feel confident enough to move from a smooth opening, through tough bargaining to a successful close without worrying more about your language mistakes than your negotiating position.

**Main Contents:**

Short, focussed exercises will enable you to practise the vocabulary and language skills and get valuable feedback before you have the chance to take part in several general negotiations, and later (if you choose) a longer negotiation taken from your real work.

**Possible TELC Exam, if required:**

TELC DEUTSCH C1



Fokus Stuttgart  
Probststraße 17 D-70567 Stuttgart  
Ph: 0711-794 721 90 Fax: 0711-794 721 99  
[www.fokusstuttgart.de](http://www.fokusstuttgart.de) E-Mail: [info@fokusstuttgart.de](mailto:info@fokusstuttgart.de)