



MPV_COMA
Communication
and Managerial
Skills Training
Seminar 6

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Content

- Negotiation
- Employee selection interview

Negotiation

- Role play “Education service negotiation”
 - Example of B2B negotiation

Negotiation

- Role play “Bad news”

Employee selection interview

- Role play “Customer Operations Manager”
 - Trying out how to prepare and behave on selection interview



Thank you for attention!