

Sharpening your Negotiations Skills

Negotiations help you sharpen the skills you need to maximise value in the agreements you reach.

On completion of this training, you'll walk away with:

- Key negotiation tactics
- A deep understanding of the negotiation process and the skills needed
- The ability to avoid errors and traps that lead to dead ends in negotiations
- The ability to adjust your behaviour and style depending on who you are negotiating with
- The importance of your mindset and attitude in negotiation

This seminar is for you if:

You are involved in negotiating with clients and colleagues and you want to increase your success rate.

Dates and times

15 June 2023

9:00 - 13:00
(4 CPD units)

Location

PwC's Training Centre, Nicosia

Facilitator

Marilena Shakalli Maroudia
Client Learning Lead, PwC's Academy

Fee

€115 (+VAT)

Registration

Follow [this link](#) to register

Marilena Shakalli Maroudia

Client Learning Lead, PwC's Academy



Marilena is Client Learning Lead at PwC's Academy. She holds a BSc in Management Sciences from the London School of Economics (LSE). She is a Fellow Chartered Accountant, a member of the Institute of Chartered Accountants in England and Wales (ICAEW) as well as the Institute of Public Certified Accountants of Cyprus (ICPAC). She is an experienced trainer, approved by the Cyprus Human Resource Development Authority (CyHRDA), specialising in Business Skills as well as Financial Accounting and Reporting. Marilena is also an Accredited Coach and Mentor under the European Mentoring and Coaching Council (EMCC), mainly involved in Leadership and Skills coaching. She is currently one of the coaches at PwC and a nominated mentor on ICPAC's Mentors programme.

Marilena was living and working in London for 8 years where she made a kick start to her career as a trainer at Kaplan Inc. With over 20 years of training experience, she is providing high level tuition to trainee accountants for their professional exams, as well as delivering technical and business skills seminars for clients, in Cyprus and overseas. Examples of seminars she delivers include "Coaching skills", "Train the Trainer", "Presenting with impact", "Effective communication and collaboration", "Negotiation skills", "Time Management" and "Performance Management and Development". She delivered seminars in many countries including Greece, Germany, Bulgaria, The Netherlands, Mauritius, Oman, Qatar and Dubai.

She has been working closely with Dr Lise Lewis on the Bluesky International/PwC's Academy Coaching Accreditation programme, both as a facilitator as well as a reviewer for delegates' portfolio forms. Marilena is currently working towards obtaining her Coach - Mentor Supervision Accreditation.