

# Topics Guy Cabana

## **Efficient Negotiation**

Successful negotiation depends on the will of both parties to reach an agreement based on trust, mutual respect and the issues at stake. Learn how to control a situation rather than exercising power to reach permanent and profitable agreements.

Evaluate your skills as an effective negotiator Recognize the psychological basis to obtain a win/win approach Make fully use available resources and capacities Apply new strategies and techniques according to the situation Reach win/win type of agreements

## **Lifting Mountains. The Art of doing the Impossible**

All human beings have the capacity to lift mountains and to accomplish the impossible. However, few of us succeed at reaching our goals because we do not know how to get there.

This presentation is one of transformation: it challenges you to revolutionize your current life and delivers the essential keys of success. With simplicity, humour, and stories, Cabana shares principles and concrete techniques to gain all that you wish. You will be called upon to look at yourself and to ask whether you are carrying out your raison d'être in this world.

## **Talking Without Words**

The body talks! Non-verbal communication provides the essential tools that allow to interpret a message with the precision of a doctor's scalpel. This silent language reveals the true emotions and feelings with more precision and transparency than words can express. After this presentation, you will never look at people in the same way. This is a highly interactive and humorous presentation for all participants.