

Registration and payment information

Estrategias de Negociación en el sector de las telecomunicaciones (Módulo 2 - GET 2013/2014)

Training details

Modality:

Dates: 08 Apr 2013 - 17 May 2013

Training fees: \$400.00

Language: English

Application deadline: 10 Apr 2013

Training code: 13DL13320AMS-S

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Training description

This course corresponds to the second module of the Post Graduate Programme in Strategic Telecommunication Management and its main objective is to allow participants to understand the main issues related to a negotiation process, as well as the different situations involved that may represent a risk for the success of a negotiation. In addition, participants are expected to understand concepts related to Power, Time and Information and their applicability in the negotiation process.

For more information about the training objectives, target population, entry requirements, methodology, evaluation and content, consult the page [here](#).

How to apply

In order to register for the training, applicants should:

1. Create an ITU Academy account [here](#)
2. Apply for the course [here](#)
3. The selection of participants for the course will be made by the course coordinators, based on the course's entry requirements, selection criteria and available number of seats. If selected, you will receive a notification by email.

How to pay for the training

A training fee of USD 400.00 per participant is applied for this training course. Payment should be made via the online system using the link mentioned above for training course registration at [course page](#).

Where it is not possible to make payment via the online system, select the option for offline payment to generate an invoice using the same link as above. Download the invoice to make a bank transfer to the ITU bank account shown below. Then send the proof of payment/copy of bank transfer slip and the invoice copy to Hcbmail@itu.int and copy the course coordinator. **All bank transaction fees must be borne by the payer.**

Failure to submit the above documents may result in the applicant not being registered for the training.

Group registration and payment

Registration and payment for multiple people from an organization is possible through institutional contacts.

To become an institutional contact:

1. Go to your profile page by clicking on the “My account” button in the user menu and click on the “Apply to be an Institutional Contact” button
2. Fill in the required information and click “continue”, a request will be created.
3. An ITU Academy manager will manually review this request and accept or deny it accordingly.
4. If accepted, you will find a new menu tab “Institutional Contact” appearing in the top bar. You can now request multiple seats in a course and assign them to people from your group. Kindly note, each individual must create an ITU Academy account.



The [ITU Academy](#) is the International Telecommunication Union leading platform for capacity development initiatives.

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