

## GERMAN-SEMINARS FOR MANAGERS & POLITICIANS

### STUDY GERMAN WHERE THE LANGUAGE IS CULTURE- IN SALZBURG OR ITS COUNTRYSIDE

Learn German in a country that is well-known for its writers, such as Stefan Zweig, Thomas Bernhard or Peter Handke. Learn here where the foreign language you learn is our mother-tongue: **Learn German in Salzburg** – this is the easiest way to learn and improve a language.

These seminars were designed for professionals, already having a good knowledge of German as a foreign language. The seminar's objective is to improve the participant's ability to represent their company or governmental office professionally when conversing and negotiating with clients or guests.

**“Presentation and Negotiation” for managers of international companies or governmental offices**

Contents: o how to run a dialog o how to organize a presentation  
o how to actively participate in conferences o how to present graphics and figures  
o how to run negotiations over the telephone o how to counter objections

#### SEMINAR IN SMALL GROUPS (4 - 6 participants)

**A) Dates for the seminars** 30 Jan. to 3 Feb. 2012 (Mozart-Festival)  
or  
**in Salzburg city:** 3 Dec. to 7 Dec. 2012  
(Christmas Singing/Markets)

**Intensity / Fees:** 30 lessons / EUR 720,- per person

**B) Dates for the seminars** 27 Feb. to 2 March 2012  
(Season for e.g.: skiing, horse sleigh-riding)

**in Gastein** 8 to 12 Oct. 2012  
(Season for e.g.: golf, mountain-biking)

**Intensity / Fees:** 30 lessons / EUR 1.060,- per person

**Prices for A & B include:** oral and/or written assessment test,  
inlingua-seminar-materials, registration  
fees, one evening program (3 lesson  
hours), exempt from VAT

**C) One-to-One seminars:** prices & dates on request  
**in Salzburg or Gastein**

(1 EUR~ US\$ 1.4 / JPY 113 / CZK 24 / RUB 39,8 / KRW 1518 / BRL 2,2 / GBP 0,9 / CHF 1,09)

**Extra, e.g.:** \*\*\* to \*\*\*\* Hotel, meals, transfer, excursions, insurances,  
tickets for the festivals, sports activities (skiing, golf, paragliding, rafting, sailing)



city of Salzburg



inlingua at Universitätsplatz 17



inlingua reception



mini group courses



located in the historical heart  
of Salzburg