

INTRODUCTION

Corporate Negotiation Skills presents concepts that can be applied in scenarios that call for a “win-win” situation. When you learn to use these strategies, both involved parties will leave a bargaining situation with what they need. With this course, you will be able to negotiate in simple or complex situations, address the real issues, and resolve differences by understanding the fundamentals of human behavior. You will learn how to approach a negotiation situation with confidence and get the results you want.

LEARNING OBJECTIVES

On completing this program, participants will:

- Human Psychology
- Negotiation opportunities and attitudes
- Negotiation strategies and tactics.

Methodology:

- Accelerated Training Approach- *Learning Design Re-patterning*
- Problem Based Learning
- Role-Play and Activity
- Case Scenario Analysis

COURSE OUTLINE

- Negotiation - A Definition
- The Negotiation Process
 - An insight to the process of negotiating
- Understanding the principles of exchange
- Styles of Negotiation
- Tough vs Soft Negotiators
- The Win-Win Negotiation
- The Pyramid model
- Common Pie-Expanding Errors
- Skills and Strategies
 - The Defense and Attack spirals
- Strategies- That DO NOT work
- Dealing with the unexpected
- Preparing Yourself
- Identifying Objectives
- Understanding Body language
- Strengthening your position
 - The Four Step Approach
- Insights to The Six Laws of Negotiation
 - Law of Dissonance
 - Law of Obligation
 - Law of Connectivity
 - Law of Verbal Packaging
 - Law of Involvement
 - Law of Balance
- Preparing to think on your feet

Negotiation Skills

By Praga



Decide with Confidence

ABOUT THE TRAINER – MR PRAGA

Praga is a highly interactive and innovative trainer, whose work is mainly based on research and applied knowledge from extensive experiences in benchmarking organizations best practices. His training uniqueness comes from his Accelerated Training Approach which is built on Learning Design Re-patterning Model™ known by many to be entertaining, refreshing, yet filled with success formulas.

Praga is the co-founder of Accelerated Training Approach built on Learning Design Re-Patterning™ Model and a Fellow Member with the Institute of Therapies Management (London).

He holds a Degree in Business and several Diplomas in Psychology and Psychotherapy and a Masters in HRM & Organizational Psychology. He's also a:

- Certified Master Trainer in Psychotherapy
- Certified ATA Master Trainer
- Certified Psychometric Profiling Trainer
- Certified Trainer in Applied Counselling
- Certified Stress Management Trainer
- Certified NLP Master Practitioner
- Certified Master Life Coach
- Certified Behavior Management Specialist.

Praga is the only Singaporean to be certified as a Master Trainer with the Institute Therapist Management of London researching on Human Behavior. Praga travels extensively while working with many supporting partners globally. His expertise in training management are vast and some to name were in developing organizational framework, managing training initiatives, product/course development and customization, training facilitation and conducting needs analysis. teambuilding, among others. She has also worked with the Workforce Development Agency of Singapore to develop training content for the Employability Skills System.

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Date: 10th June 2010, 9am – 5pm
Venue: Amara Hotel Singapore

Fee: [] S\$395 for D&B Subscriber [] S\$480 for Non-subscriber
(Includes materials, refreshments and lunch)

EARLY BIRD – Fax in your registration before 9th May to receive a 10% off regular fee
Or, GROUP SAVINGS – Send 2 or more participants to enjoy a 10% off regular fee

Fax the completed registration form to 6778 3853

Participant(s) Information

Name 1: _____ **Job Title:** _____
Email: _____ **(DID):** _____
Name 2: _____ **Job Title:** _____
Email: _____ **(DID):** _____
Name 3: _____ **Job Title:** _____
Email: _____ **(DID):** _____

Company's Information

Name of Company: _____
Address: _____ **(Postal Code)** _____
Telephone: _____ **Fax:** _____
Liaison Officer: _____ **Job Title:** _____
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Cancellation Policies

1. A seat will be reserved upon receipt of completed registration form, and confirmation of seat upon payment received
2. A substitute participant is welcome at no charge should you not be able to attend. Please provide the necessary details. Only cancellation made 14 working days before commencement is entitled to full refund of seminar charges. No refund thereafter including no show during day of commencement. A complete set of materials will however be sent to you.
3. D&B reserves the right to postpone or cancel the seminar for reasons whatsoever. In such a case, D&B will provide a full refund to registrants who have made payment towards the event and such registrants shall have no claims against the company
4. D&B reserves the right to change venue due to unforeseen circumstances.