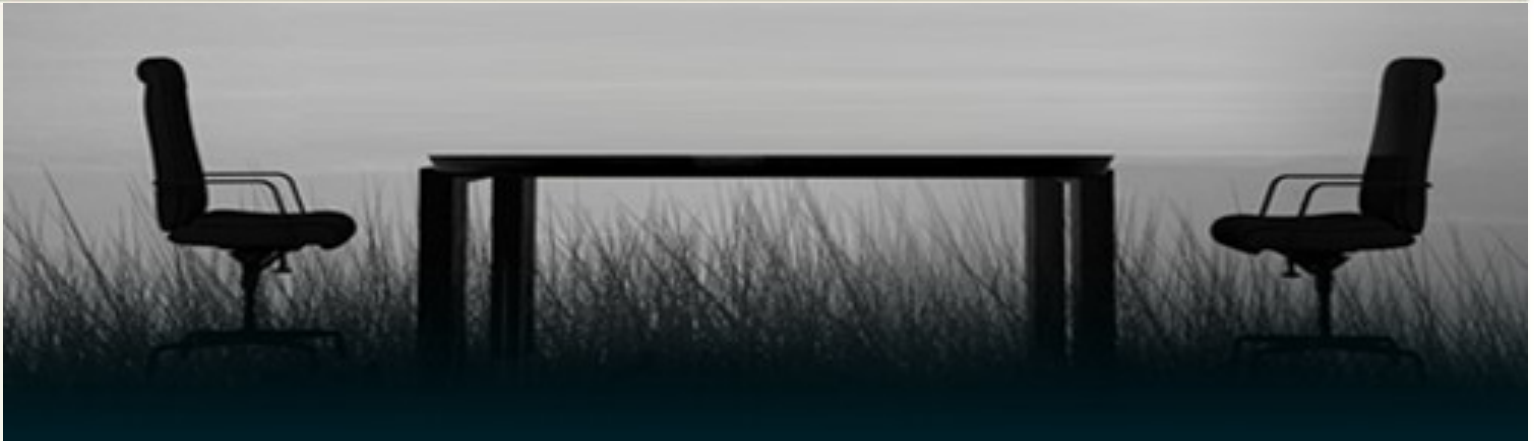




PRESENTS

## NEGOTIATING TO WIN

- A winning approach to keep customers, deal with difficult people, and up your bottomline results



### KEY HIGHLIGHTS AND ADVANTAGES:

Negotiation skills is the most underrated leadership competency, and the one most approached with incomplete understanding of the language of persuasion. **Negotiating To Win (NTW)** is unique in helping you discover your own unique negotiation styles, real case study **simulated negotiations**, and a raft of **tactics and strategies**. **NTW** has follow-ups which include, but are not limited to, negotiation **coaching**, 52/26-week e-newsletters on **negotiation tips**, and other learning extensions.

### Learn How To:

- ◆ Negotiate effectively, from a weak position
- ◆ Improve negotiation skills in probing and listening
- ◆ Discover your negotiating style through a validated psychometric tool
- ◆ Avoid common negotiation mistakes
- ◆ Use up to 15 strategies and tactics
- ◆ Ask for, and give concessions effectively
- ◆ Improving customer bottom-lines
- ◆ Negotiate in teams
- ◆ Apply the ten Power Factors to succeed
- ◆ Deal with difficult internal/external customers
- ◆ Negotiate with real case studies and exercises



### Program Details:

Date: 3rd June 2017

Time: 9:30am to 5:00pm

Venue: Hotel Radisson, Kathmandu.

## Program Details

### IMPROVE THROUGH:

- ◆ The Partnering Principles
- ◆ Skills of a good negotiator
- ◆ Power factors
- ◆ Questioning skills
- ◆ Alternatives to answering questions
- ◆ personal negotiating styles
- ◆ Four principles of using tactics
- ◆ Up to 15 strategies and tactics and counters
- ◆ Fruit and Sunshine simulation
- ◆ Negotiating from a weak positions
- ◆ Personal action plan



### WHO SHOULD ATTEND:

Sr. Executives, RMs, ARMs, BMs, Project Managers, Procurement Managers, Finance Managers, HR Managers, Department Heads etc.

### Workshop Leader-David Lim



Your workshop leader has successfully negotiated deals ranging from six-figure advertising corporate contracts, to settling wages for high-altitude porters on Mount Everest(!)

Best known for leading the successful 1<sup>st</sup> Singapore Mt Everest Expedition in 1998, David is founder of Everest Motivation Team (EMT), a human performance consultancy that helps people deliver their best. EMT creates outcomes-based solutions, and have delivered these worldwide since 1999. David and his team have been engaged in 30 countries and 73 cities worldwide.

Key competencies include developing motivation, negotiations skills, teambuilding and leadership development.

Clients include LinkedIn, AMEX, Walmart, INSEAD Business School, Murugappa Group, IBM, Nokia, Prudential, Citibank, TATA, Oracle, Ministries of Defence, Finance, and Education.

### WORKSHOP VALUE-ADDS

- ◆ course handout
- ◆ **28 page quick reference guide**

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