

NEGOTIATING TO WIN

FOR SMES

June 12, 2013
9am-500pm

Applying just ONE of the skills you will learn here successfully in your next negotiation could pay for your investment in this seminar, and more!

[Getting the Sale: Negotiating to Win](#) is a 'must-attend' if your work involves selling services and products. Once a buyer is keen, getting the sale often relies on negotiating. In that sense, negotiation often begins once the 'sale' in the client's mind is made. How are the best deals set-up? What are deal-breakers? And what kind of tactics should you be aware of no matter which side of the table you are on? Want better results? Studies at Northwestern University show that some of the key reasons for getting lower salaries and poorer deals stem from people simply not negotiating at all

In addition, your company can get a 400% tax deduction from the cost of this programme under the Singapore government's productivity and innovation credit (PIC) scheme. For many companies, spending budgets on training is like getting a 26% discount in real terms. Check with IRAS for more details

Learn how to

- Negotiate more effectively immediately
- Improve negotiation skills in probing and listening
- Improve your negotiating style through a validated psychometric tool
- Avoid common negotiation mistakes that make you lose money
- Use up to 15 strategies and tactics that close sales and help save money in purchasing
- Ask for, and give concessions effectively
- Negotiate with real case studies and exercises

Contents of the seminar

- > POWERFUL skills of WORLDCLASS negotiators
- > 10 KEY factors and great questioning skills
- > SECRETS OF asking and giving concessions effectively
- > IMPROVING YOUR NEGOTIATION STYLE BY Using the **Organisational Conflict Inventory**
- > Negotiating from a WEAK POSITION
- > 10 MUST-USE strategies, tactics and counters
- > Negotiation simulations YOU PARTICIPATE IN FOR ACTIVE AND PERMANENT LEARNING
- > Developing your own personal action plan FOR SUCCESS IN EVERY NEGOTIATION

Key Highlights & 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 style through the validated instrument, the **Rahim Organisational Conflict Inventory**, real case study **simulated negotiations**, and a raft of **tactics and strategies**.

Who Should Attend?

Small, medium sized enterprises, professionals in the buy-side/sell-side functions, CFOs. Sales and procurement officers, business owners, and fee-based experts. Join hundreds of professionals who have taken the programme

Workshop Value-Adds: Worth Over \$40!

- Course handout** — includes a **Quick Reference Guide**, a 28-pp booklet worth \$10
- A negotiation style profiling tool** worth \$30 that determines your default negotiation style



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 1st Singapore Mt Everest Expedition in 1998, David is founder of Everest Motivation Team (EMT), a human performance consultancy that helps people deliver their best. Since 1999, David and his team have been engaged in 27 countries and 56 cities worldwide. EMT's revenues are twenty times what they were in 2002 owing to improved negotiation skills, fees and brand positioning. David is a past president of the Asia Professional Speakers association, bestselling author, and a topic expert in negotiation skills.

Getting the Sale: June 12, 2014, 9:00am to 5:00pm (venue to be

Fee (if booked before May10) S\$587 (or S\$537 for 3 or more); S\$687 or S\$638 per person (for 3 or more delegates) after May 10

confirmed) Registration from 830am. Workshop is confirmed subject to a minimum of 10 registrants.

REGISTER: Name/s: (1).....

(2)

(3).....(add a sheet if in excess of 3)

Contact email address:.....Tel./Mobile:.....

Person/Organisation to be invoiced.....

Order authorized by:.....(name and signature)

Stamp:.....

Payment to "Everest Motivation Team Pte Ltd" at 192 Pandan Loop, 04-10, Pantech Business Hub, Singapore 128381. Or wire OCBC Bank Account 552-706343-001, Swift code: OCBCSGSG

CANCELLATION AND REFUND TERMS: A place will only confirmed upon receipt of a faxed or signed email form. The signed form is a binding agreement. All bank fees are payable by sender, and late payment will be subject to a 1% interest fee per month or part thereof. Following registration, a refund will be given as follows: 80% if on or before May 25th, thereafter no refunds. The organiser reserves the right to make changes to or cancel the workshop due to unforeseen circumstances. Visa payment only by Paypal - accepted with a 3.5% handling surcharge.