

NEGOTIATING TO WIN

Mar 30th, 2012, Friday
9am-530pm

Most buy/sell side professionals are failing to get what they deserve simply because of a poor understanding of how to negotiate fees and terms effectively.

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! In addition, you can get a corporate tax deduction under the productivity and innovation credit scheme, amounting to a 68% discount of the training fee.

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
- > 15 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**. **Great workshop value-adds!** (see right-hand column) This workshop will happen with a minimum of 10 participants, and will be limited to 40 participants.

Who Should Attend?

Anyone selling or buying services and products, procurement professionals, consultants, sales executives, and business owners. Join hundreds of professionals who have taken the programme

Workshop Value-Adds: Worth Over \$70!

- Course handout — includes a **Quick Reference Guide**, a 28-pp booklet worth \$10
- Masters of Impact Negotiating book** worth \$32 —

contains the best ideas from eighteen of the world's top negotiators in 280 pages, suitable for the seasoned veteran or the neophyte negotiator

-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 24 countries and 45 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.

Negotiating to Win: Friday, Mar 30, 2012, 9:00am to 5:30pm **(downtown location to be advised). Registration from 830am**

RATES:

Early Bird (register anytime up Feb 20) S\$468 or S\$428 per person (for 3 or more delegates)	Regular (register after Feb 20) S\$568 or S\$528 per person (for 3 or more delegates)
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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:.....

Cheques payable to “ Everest Motivation Team Pte Ltd” mailed to 192 Pandan Loop, 04-10, Pantech Business Hub, Singapore 128381.

CANCELLATION AND REFUND TERMS:

A place will only confirmed upon receipt of a faxed or signed email form.

All bank fees 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 Feb 29, thereafter no refunds. The organiser reserves the right to make changes to or cancel the workshop due to unforeseen circumstances