

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 style through the validated instrument, the **Rahim Organisational Conflict Inventory**, 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 30 strategies and tactics
- ▶ Ask for, and give concessions effectively
- ▶ Improve 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



WHO SHOULD ATTEND

Buyers, procurement staff, planning executives, project managers, sales professionals, senior management, realtors, financial and HR officers.



Your workshop leader:

Mr David Lim, two-time Mount Everest Expedition leader, best-selling author of *Mountain to Climb* and *Against Giants*. David is also an Associate Meta-Coach and a **Certified Speaking Professional** — fewer than 10% of the 6,000 professional speakers worldwide have earned this accreditation.

MORE VALUE-ADDS

- ▶ Course handout — includes a *Note-Taking Guide*
- ▶ *Quick Reference Guide* for that immediate review before you enter an negotiation
- ▶ *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
- ▶ Weekly email negotiation tips & follow-up for 52 weeks worth \$52
- ▶ Negotiation coaching prior to an actual customer meeting

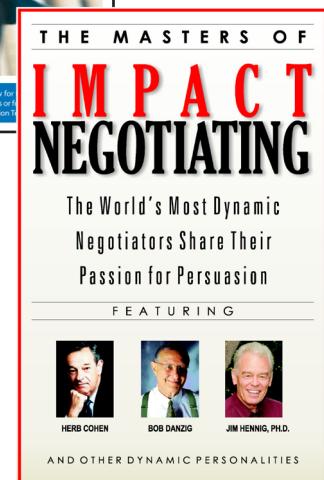
For more information on our programmes and solutions for improved leadership, teamwork and negotiation skills, contact us at the following:

www.everestmotivation.com | office@everestmotivation.com
tel 65-6777-9843 fax 65-3125-7170



Above: Your valuable *Quick Reference Guide*.

Right: If you negotiate, you need this book!



Below: A 400-strong audience at one of Mr David Lim's seminars



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. EMT creates outcomes-based solutions, and have delivered these worldwide since 1999. David and his team have been engaged in 21 countries and 43 cities worldwide.

Key competencies include developing motivation, negotiation skills, teambuilding and leadership development. Clients include ABNAMro, INSEAD Business School, Murugappa Group, IBM, Nokia, Prudential, Citibank, TATA, Oracle, Ministry of Defence, Ministry of Finance, and Ministry of Education.