

PROJACS Program on Negotiation

تقنيات واسرار التفاوض الفعال

12-16 March 2018, London

Objective:

This Workshop offers an extensive training on Effective Negotiation Skills including different Techniques and Tools for the 21st century.

Learning Outcomes:

- To learn Negotiation process
- Negotiation Types
- Negotiation Methods
- Negotiation Skills and Tools
- Negotiation Strategies
- BATNA
- Negotiation Factors
- Planning and Organizing Negotiations
- Effective Communication
- Gender Negotiation
- Negotiation Sources of Power
- The Seven Pillars of Negotiation Wisdom

Who Should Attend:

- Top Management
- Middle Management
- Project Managers
- Sales and Marketing Managers
- HR Manger

Course Curriculum

Day One:

- Negotiation process
- Negotiation Strategy
- Types of Negotiations : Integrative Bargaining and Distributive Bargaining
- Negotiation Styles
- Negotiation Opportunities
- Improving Perception
- Interdependence
- Negotiator's Attitude
- Listening Skills

Day Two:

- The 'Rational' Model for Decision Making
- Direct and Indirect Methods
- Negotiation Strategies : Principled-Soft-Hard and Tit for Tat Bargaining

- Essentials of Negotiation
- Key Approaches to Negotiation
- Principles of Negotiation
- Basic Steps of Negotiation
- BATNA

Day Three:

- Communication: Key to Effective Negotiating
- Planning and Preparing for Negotiation
- Negotiation Success Tips
- Ethics in Negotiation
- Business Environment in Negotiation
- Cultural Forces Affecting Negotiation
- Win-Win Negotiation
- Conflict Management in Negotiation
- Concluding Successfully a Negotiation

Day Four:

- Sources of Power
- The Seven Pillars of Negotiation Wisdom
- Information and Expert Power
- Resource Control
- Legitimate Power
- Location in the Structure
- Negotiator's Effective Personality

Day Five:

- How Negotiations Work in Practice
- Excellent Negotiators Habits
- Gender and Negotiation
- Creativity and Negotiation
- Tools and Techniques for Effective Negotiation
- Related DVDs

Course Fee :

US\$ 3,950

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الهدف:

هذه الورشة تقدم تدريباً مكثفاً حول مهارات التفاوض الفعال بما في ذلك تقنيات وأدوات مختلفة للقرن 21.

مخرجات التعلم:

- معرفة عملية التفاوض
- أنواع التفاوض
- أساليب التفاوض
- مهارات وأدوات التفاوض
- استراتيجيات التفاوض
- عوامل التفاوض
- تخطيط وتنظيم المفاوضات
- الاتصال الفعال
- عمليات التفاوض
- مصادر تفاوض السلطة
- الأركان السبعة للتفاوض الفعال

الحضور:

- الإدارة العليا
- الإدارة الوسطي
- مدراء المشروع
- مدراء التسويق والمبيعات
- مديري الموارد البشرية