

World Class Collaborative Negotiations

– *Achieving Win / Win / Win Outcomes*

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Conducted by:

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Why This Workshop

In today's world, negotiation is a "part and parcel" competency required by the most successful leaders towards fulfilling their daily functions.

Negotiations skills are used...

- 1) Strategically in long-term deal making,
- 2) Cross-culturally across international boundaries,
- 3) Tactically in changing the nature of an established game,
- 4) Towards influencing a mutually beneficial outcome, and
- 5) Preemptively towards securing scarce resources.

In a professional environment, World Class Collaborative Negotiations is useful both internally with peers, subordinates and bosses and externally with suppliers, customers, competitors and collaborators.

World Class Collaborative Negotiations is a real-world, practical and professional negotiations program. It will assist you develop the fundamental mind-sets and skill-sets to be a World Class Collaborative Negotiator. The program will endeavour to significantly sharpen your negotiations acumen whether you are engaging in...

- a) Hard or Soft Negotiations,
- b) Open or Closed Negotiations,
- c) Old or New Negotiations, or even
- d) Warm or Cold Negotiations

It is a fully interactive, immersive program that draws on the latest research and best practices to enable collaborative - win/win/win negotiations. It is transformational in nature as it assists you to identify your natural negotiation style, recognize other people's negotiation style, and build your negotiations competencies towards achieving win/win/win outcomes.

"Yes", it will assist you gain immediate financial and non-financial benefits with respect to the negotiations you are presently engaged in. Furthermore, the frameworks you will gain and capabilities you build will put you in good stead towards any future negotiations you will partake in.

In a nutshell, World Class Collaborative Negotiations is a program that will pay for itself again and again.

Who Should Attend

Ambitious, forward looking, goal-oriented professionals who demand more out of their lives and are willing to step up to the plate, right now.

Workshop Outline

The Particulars Of Negotiations

- What Is Negotiation?
- You Cannot Step Into The Same River Twice
- The Three Crucial Elements To Any Negotiations

The Psychology of Negotiations

- The “*Individual Interest*” Game
 - Debriefing The “*Individual Interest*” Game
 - Distinguishing The Different Types of Negotiators
 - The Motivations Of The Different Types Of Negotiators
 - The Strategies Of The Different Types Of Negotiators
 - The Gravitations Of The Different Types Of Negotiators
 - The Identity of The Different Types Of Negotiators

The Philosophy of Negotiations

- The 1 - 0 Game
 - Debriefing The 1 - 0 Game
 - Negotiating For The Future Now

The Price of Negotiations

- Exploring The Hidden Traps Of Decision Making
 - The Merger & Acquisition Game
 - The Salvaging Game
 - The Shares Game
 - The Divide The Figure Game
 - The Green Card / Red Card Game

The Process of Negotiations

- The Pre-Game Of Negotiations
- The Game Of Negotiations
- The Post-Game Of Negotiations

The Principles of Negotiations

- The Harvard Method Of Collaborative World Class Negotiations

Your Workshop Leader

Manoj Sharma is a World Class Organization Strategist. He assists organizations, teams and individuals to be financially and non-financially wealthier through a series of incredibly “spot on”, fully customized strategic initiatives. Mr. Sharma is also the Founder, CEO and Head of Faculty of DifferWorld.com, an international strategic profitability, performance and fulfillment consultancy.

Over the years Mr. Sharma has earned a reputation for not just being a global thought leader, but also his reputation for delivering world class initiatives that assist the global who’s who win in their fields of endeavour is fast becoming legendary.

Mr. Sharma has extensively worked with tier one organizations and leaders across Asia, Europe, Oceania and The Middle East, as a Strategic Consultant, Executive Director, Group Business Development Director, Marketing & Communication Director, Content Director and more. As such he brings with him a truly global perspective with an intimate appreciation of local challenges.

Who Are Some Of The Organizations He Has Assisted?

His initiatives have exponentially benefited some of the top global brands such as...

Accenture, Alcatel, American Express, A&W Restaurants, Cisco Systems, CAAS, CitiBank, Daikin Industries, DBS Vickers Securities, Deutsche Bank, Ernst & Young, FedEx, Fuji Xerox, General Electric, Hewlett-Packard, Hiab, HSBC, IBM, IDA, Intel, JP Morgan, Kalmar, KFC, KPMG, Lee Kuan Yew School of Public Policy, Long John Silver’s, MacGregor, Merrill Lynch, Microsoft, Nokia, Singapore Ministry of Education, Motorola, Nanyang Technological University, Philips, Pizza Hut, PricewaterhouseCoopers, Raffles International, Reuters, Samsung, Singapore Airlines, Singapore Economic Development Board, Singapore General Hospital, Singapore Management University, Singapore Technologies, Singapore Tourism Board, Starbucks, ST Microelectronics, Sumitomo Mitsui Banking Corp, Sybase, Taco Bell, The Coca-Cola Company, The Walt Disney Company, Union Bank of Switzerland, United Overseas Bank Kay Hian, Young Arab Leaders, and more...

How Is This Conducted

This impactful and perspective shaping workshop is expertly run as a series of ...

- Illuminating introductions
- Engaging Dialogues
- Interactive games & exercises
- Thought provoking debriefs
- Open questions & answer sessions
- Reflection time-outs
- Relevant case studies
- Enriching assignments
- Feedback loops

REGISTRATION

Fees: S\$495 nett per person

Enjoy team discount when you register 3 persons and above.

For enquiries / registration, contact:

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