27 & 28 August, 2013

Time: 9:00am – 5:00pm    Venue: CEE@IBA, Karachi

TOPICS COVERED

- Determine behavioral style and how to best interact with others in the negotiation
- Develop an effective plan and strategy for any negotiation
- Negotiate in person, on the phone, individually and in teams
- Immediately recognize manipulative tactics and how to respond
- Recognize counterproductive assumptions and positions
- Utilize the phases of negotiation for better outcomes
- Deal with difficult people objectively and assertively
- Build creative solutions to challenging scenarios

OVERVIEW

Negotiation skills are critical whether selling products or services, purchasing supplies and materials, negotiating salary and job requirements or obtaining internal resources for project support. Participants in this dynamic training learn how to strengthen their negotiation skills through classroom game sessions, extensive role-plays and exercises. They receive one-on-one feedback that helps them improve their ability to communicate and negotiate in complex and difficult negotiation sessions. Participants will build skills of negotiating individually and in team negotiation environments.

BENEFITS

- Handle difficult situation with greater confidence
- Develop thinking abilities in order to make quick decisions
- Boost morale and understanding of personal strengths
- Know that you are doing the best in the circumstances

PARTICIPANTS’ PROFILE

- Senior Managers; Sales People; Entrepreneurs; Engineers;
- Industrial Relations; HR Heads/Executives;
- Health Care professionals;
- Educators; Customer Service representatives

Past Participants were from

Agha Khan Health Service, Pakistan
ARY Group
DHA Suffa University, Karachi
Dolmen (Pvt.) Ltd.
EFU General Insurance
Engro Corporation Ltd
Engro Polymers & Chemicals Limited
HANDS
Hub Power Station
HUBCO
Hyderabad Electric Supply Company
IBA, Sukkur
ICI Pakistan Limited
Lotte Pakistan
MAN Diesel & Turbo
Marie Stopes Society
Midas Clothing Limited
Pizza Hut
Private Power & Infrastructure Board
Quality Knits Limited
Sales & Services International
Samba Bank Limited
Sui Southern Gas Company
UCH Power
United Energy Pakistan

TRAINER

Dr. Huma Baqai

Dr. Baqai is a Certified Trainer in Communication and Presentation Skills with over 15 years of teaching / training experience. She is Ph.D in International Relations and has published both nationally and internationally. Presently, she is an associate professor and chairperson of Social Sciences Department at IBA. She is also Joint Secretary of Karachi Council on Foreign Relation; Certified Trainer in Liberal Political Values from Germany; Anchor Pakistan Television Network for a weekly Current Affairs Show “Tajzia”; Working with both National and International Media as an International Relations Experts and Political Analyst since 1999; Core-Group Member & Co-coordinator Freedom gate Pakistan & Member Editorial Board Journal of Freedom.

Workshop Fees

PKR 30,000/participant
Inclusive of Course material, IBA Workshop Certificate, Lunch, Refreshments, Group Photograph & Business Networking.

Discount Policy

*10% Discount for 2 or more than 2 participants from the same organization
**15% Discount for 5 or more than 5 participants from the same organization

FOR REGISTRATION:

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