

Deal

Applied Negotiation Techniques



In Business As in Life, You Don't Get What You Deserve,
You Get What You Negotiate
Chester L. Karrass



WHY NEGOTIATION?

Negotiation is one of the most important aspects of human behaviour that is needed by individuals and groups in their daily lives. The negotiation process is ongoing in all areas. Everybody need negotiation skills regardless of his/her nature or desires. You will learn special skills that enable you to get what you wants in an easy way. Through this program you will know what the negotiation and its process in detail, and you will learn the most important skills (techniques) related to the negotiation process in general.

Negotiation is used in various daily transactions such as:

- 🚀 **Achieving goals and development.**
- 🚀 **Communication and relationships building.**
- 🚀 **Problem Solving.**
- 🚀 **Selling.**
- 🚀 **Conflict resolution.**
- 🚀 **Persuasion**



NEGOTIATE IS THE FASTEST WAYS TO WIN



9.68 X ROI within the first 3 months of negotiation training
Scotwork



%57 of people who thought they had been assertive in negotiations were seen as under-assertive

%95 increase performance
Scotwork



%42 more value may be gained in a deal when zero-sum games are abandoned
DK

%80 of business disputes are estimated to have been resolved through mediation
DK




15.5 of 16 concessions were won in a survey when threats were made late in the negotiation
DK


%30 of bargaining behaviour is influenced by the behaviour of others, not self-interest
DK




PROGRAM OBJECTIVES



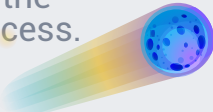
Understanding the negotiation process.



Mastering the techniques applied at the beginning, middle and end of the negotiating process.




Learn about the ways in which you progress in the negotiating process.




Learn how to deal with the techniques if they are applied to us.




Understand key negotiating principles.




Understand the personalities of successful negotiators.




Understanding non-ethical negotiating techniques and methods of protecting ourselves from them.



Ability to overcome difficult challenges in negotiation.



Mastering the negotiation analysis and knowing the negotiating motives that lead you to the negotiating process.



Increase the confidence and personal attractiveness of participants by providing them with negotiating skills.

PROGRAM OUTLINE

Techniques applied at the beginning of negotiation.




Introduction to Negotiation. 

Techniques applied at the end of negotiation.





Techniques applied in the middle of negotiation.



Unethical techniques in negotiation and how to protect yourself from them. 


Profitable principles in negotiation. 

Understand the personalities of successful negotiators. 

Difficult challenges in negotiating and how to deal with them. 

The above outline is a **5 days** program - you can design your program based on your challenges. You can benefit from our experts ability to tailor make your program to maximize the return on investment for your organization.

How to make your authority higher in the negotiating process? 

Leading the negotiating process by knowing the reasons. 

Training Methodologies



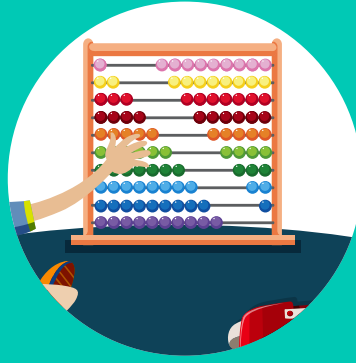
Groups Discussions



Presentation



Training Videos



Groups Discussions



Learning by Fun



Role-playing



Recording and analyzing video exercises.

“How we train is What we train”



من افضل المدربين ممتاز جدا

في طريقة توصل الفكرة

وفي ربط المعلومات اشكره

جدا جدا من افضل المدربين

وأتمنى حضور دورة أخرى لديه

عماد بن محمد طاهر هليلبي



بصراحة أفضل

مدرب مر علي،

وأشكره جزيل الشكر

عبدالمحسن

عبدالعزیز الفراج





Delivered by: Muneer Abdulla

Education



Customization

Adjusted for GCC culture

Methodology

Experiential Learning Approach
Carefully selected exercises from +300 database.

Experience and Certifications



More than 20 years in the training field.

Master Trainer from many organizations.



MTa and Lego Serious Play facilitator.



Mars Venus Coach.



Paul Ekman Associate

Work in many projects in several sectors.

Memberships





AL-MUNEER^{HRD}
“Different is Better than Better”

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