

# Certified International Professional Negotiator (CIPN)

12th - 14th June 2023

1st - 3rd August 2023

Sofitel Damansara, Kuala Lumpur, Malaysia

## BENEFITS OF ATTENDING

- Master Win-Win Negotiation and other negotiation strategies
- Use the Science of Negotiation when planning for negotiation
- Discover relevant aspects of your own personality and behavioral tendencies as well as your needs, goals, and power
- Perceive and assess relevant aspects of your counterpart's personality, needs, power, and behavior
- Practice the rules of effective listening, speaking, questioning and observation
- Learn to apply appropriate negotiation tactics and how to counter "Nasty Tricks" From the opposition
- Learn to look for common ground and common goals in negotiation
- Know when to continue and know when to walk away From a negotiation
- Learn to maintain your personal integrity and trust
- Learn to confirm the status of a negotiation and how to conclude a successful negotiation
- Learn the importance of Pre-Negotiation and Post-Negotiation Documentation
- Learn why negotiation is important in awarding and administering a "Quality Contract"

In these difficult times most organizations are looking for ways to create value and effect cost savings and reductions. World-class organizations have found the answer in their achievement of world-class negotiation. Winning tough negotiations require "Master Negotiators" who achieve that status through training and modeling the behavior of those who have achieved that status through their own training, hard work, and perseverance. It should not surprise anyone that the Return of Investment from negotiation is typically on the order of 20 to 1.

As there are a lot of materials, trainer requires delegates to bring their own laptop to access power point slides and notes. No hard copies will be given for this course.

## FREE TAKEAWAY!!

- Free International Purchasing and Supply Chain Management Institute (IPSCMI) VIP Membership
  - The benefits delegates will gain through this membership include:
    - ✓ Increase in personal professionalism, quality, knowledge and skill
    - ✓ Receiving free periodic mailings of recent developed materials, articles and news reports

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