

MAKING THE BEST DEAL : EFFECTIVE NEGOTIATION TRAINING PROGRAMME

Date: 30th - 31st October 2019

**Venue: Pulse Grande Hotel, Putrajaya
(Formerly known as Shangri-La Putrajaya Hotel)**

INTRODUCTION

Effective negotiation techniques are useful in many everyday situations: in the workplace with colleagues, during a sales transaction or even within personal relationships. It is difficult to imagine how we could possibly get through a single day without negotiating formally or informally. This negotiation skills training provides you with the opportunity to develop the competencies and skills required for negotiating successfully and creating meaningful business relations.

This highly Interactive, practical and Comprehensive Effective Negotiation Training programme is based on the latest practical, scientific and psychological researches on the subject. It is most applicable and can be adopted by anyone who is seriously looking forward to improve his/her Negotiation Skills.



Organised by:



HRDF Claimable

LEARNING TOOLS

- Colored Brain Communication Cards
- Colored Brain Communication Inventory
- Colored Brain Glasses
- World of work Map
- Behaviour Indicators Cards
- Solution Map

TRAINER'S PROFILE

Dr. Ali *PhD, GSF, ASTD, MAPS, SHRM, PSMB, DCICT, AIOBP, DiSC*

Dr. Ali - PhD in HRM - is an international leading motivational speaker, management consultant, trainer and an author on leadership and management (both Islamic and conventional), personal development and Human Resource. Over 2 decades of working experience in various industries and 15 years of developing and conducting programmes, He has served more than 300 organisations and trained more than 200,000 people from all levels from 27 different countries.

He is fluent in Bahasa Melayu, English and Arabic. He is an active member of:

- The Global Speakers Federation
- The Malaysian Association of Professional Speakers
- The American Society for Training & Development
- The Society of Human Resource Management

He is also a Certified Trainer of the Directive Communication™ Psychology and accredited by the American Institute of Business Psychology, a Certified Trainer by Everything DiSC® and a Certified Trainer by Ministry of Human Resource Malaysia (PSMB).

His programmes participants often describe him as knowledgeable, excellent communicator, interesting, humorous and his programmes' contents and style are highly engaging and motivating. He is a main Arabic - English translator for the Muslim World League - Makkah - S. Arabia. He has translated many books such as:-

- Become Acquainted with Islam
- Dealing with Others in Islam
- Dialogue with Non-Muslims
- Dealing with Non-Muslims in a Muslim Society
- And other 25 books and conferences papers on religious studies and comparative religion

He is also a writer for many leadership and management books such as Manager's Dilemmas, Going The Extra Miles, Succession Planning etc.

PROGRAMME OUTLINE

30th - 31st October 2019 (Wednesday & Thursday)

8.00 a.m. - 9.00 a.m. Registration (Day 1)

9.00 a.m. - 5.00 p.m. (Day 1 & Day 2)

SESSION ONE

- Ice Breaking Session
- Getting To Know You Game
- The 'YOU' Factor

SESSION TWO

- Introduction
- ZOPA, BATNA & WATNA
- The Fundamentals of Negotiation

SESSION THREE

- The Negotiation process explained

SESSION FOUR

- The Foundations of Effective Negotiation

SESSION FIVE

- People Reading
- Everything DiSC Explained

SESSION SIX

- Using The Colored Brain Concept

SESSION SEVEN

- Using the Emotional Drivers force to have a better deal

SESSION EIGHT

- Implementation Techniques
- Feedback and Closing Session

WHAT PEOPLE ARE SAYING ABOUT DR. ALI

"You are a gorgeous speaker; I am so impressed. Everybody was tongue-tied. Great job! "

Dr. Grace Tyler – Director
– System Plus Collège
Foundation – The
philippines

""A big 'Thank you' to Dr. Ali for a very interesting session and for his dedication, energy and advices given to us which energized the whole team. His ability to energize the team will help us to go forward and wave our challenges and the issues coming forward in the coming year ."

Rusdi Amin Yakuub
Deputy CEO, HSBC,
Brunei

"Performance that exceeds your expectations!"

Donald Boudville MD,
CarTar
Malaysia Sdn. Bhd.

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Fee Details	REGISTRATION FEES			
	GROUP of 5- 9 PAX	GROUP OF 4	EARLY BIRD (payment made before 9th October 2019)	NORMAL RATE
<input type="checkbox"/> (Without Accommodation)	<input type="checkbox"/> RM 1190.00 per person	<input type="checkbox"/> RM 1390.00 per person	<input type="checkbox"/> RM 1490.00 per person	<input type="checkbox"/> RM 1590.00 per person
<input type="checkbox"/> With Accommodation (2 nights with breakfast)	<input type="checkbox"/> RM 1510.00 per person	<input type="checkbox"/> RM 1710.00 per person	<input type="checkbox"/> RM 1810.00 per person	<input type="checkbox"/> RM 1910.00 per person
- Twin Sharing for 2 nights - Single Occupancy	<input type="checkbox"/> RM 1750.00 per person	<input type="checkbox"/> RM 1950.00 per person	<input type="checkbox"/> RM 2050.00 per person	<input type="checkbox"/> RM 2150.00 per person

For payment by Local Order, early bird fee will only apply if the Local Order is executed and payment fully released to us on or before the early bird deadline.

Fee includes course tuition, training materials, 2 lunches, 4 tea breaks and certificate of attendance.

Payment Method

☐ CHEQUE
Please post a crossed cheque payable to
EMERGE KNOWLEDGE CONNECTION SDN BHD

☐ ONLINE TRANSFER

☐ LOCAL ORDER

Account Name	EMERGE KNOWLEDGE CONNECTION SDN BHD
Bank	PUBLIC BANK
Account No	3153574228

Ways to Register

To register for the Course, fax, email or mail this whole page to:

Fax : Complete and fax this registration form to : + **603-8063 6626**

Mail : Send the registration form to :

Emerge Knowledge Connection Sdn Bhd

No 43-3, Jalan Puteri 2/3, Bandar Puteri

47100 Puchong, Selangor

Telephone : +603-8063 5430

E-mail : admin@emergkec.com.my

TERMS and CONDITION

1. If a duly registered participant is unable to attend, a substitute participant is welcomed at no additional cost. Please provide the name and the designation of the substitute participant at least 3 days prior to the course.
2. Cancellation of registration must be made in writing (letter, fax or e-mail) to EmERGE Knowledge Connection Sdn Bhd at least seven (7) working days prior to the event with 20% of the registration fee imposed for cancellation. The organiser regrets that any cancellation made less than seven (7) working days prior to the event shall not be accepted and full registration fee will be billed to the respective organisation.
3. The organiser reserves the right to make any amendments, cancel and/or change the programme, speaker/ trainer/ facilitator, date or venue should circumstances beyond the organiser's control arise. The Organiser will inform the participant(s) of any changes arise.
4. In compliance with Personal Data Protection Act 2010, your personal information in our database will be safeguarded and will not be shared without your consent. Please visit www.emergekc.com.my for our Personal Data Protection Notice

Organisation Details

Co. Name : _____

Address : _____

Tel : _____ Fax : _____

Participant's Details

1. Name: _____

Position: _____

Email: _____

2. Name: _____

Position: _____

Email: _____

3. Name: _____

Position: _____

Email: _____

4. Name: _____

Position: _____

Email: _____

Authorisation

Name: _____

Position: _____

Tel: _____ Mobile: _____

Email: _____

Signature: _____

Invoice

The invoice should be directed to:

Name: _____

Position: _____

Tel: _____

Email: _____