

11 AM to 5:30 PM
3-5 Dec, 2020

THE INTERNATIONAL POWER NEGOTIATOR

YOUR DELIVERY SPECIALIST & TRAINER



During Dr. Jenkins's years inside HR Management as a Generalist, then becoming the HR Director, **negotiated** his way up the Business Ladder, to becoming the CEO of the Northern Rivers Network. As the CEO of one of the fastest growing IoT & IT Service-related Australian companies, He had and completed several agreements and Business-Related Negotiations, eventually taking the N.R.N to being acquisitioned by a world leader and rival.

After being asked to stay on as the CEO, he found it difficult to accept the American, methods of Negotiations and Business Practices and moved on to a New Start-Up as its Corporate Identity Chief, and eventually taking over as its CEO.

As Game-Play's CIC Corporate Identity Chief, Dr Jenkins was often in rival boardrooms negotiating Corporate Alignment deals and Specialized Procurement Need Deals, with private Industry & Government Entities.

Proficiency Level 3 Certificate Programme.
HRD4MY Australia & Malaysia.
TQV Europe.
ASCAB Great Britain.



For Registration:

Email Us at training@bfin.com.np

Contact Us at 9801237300/9801237301

www.bfin.com.np/programs

Day 1 & 2

RETURN ON PERFORMANCE EDUCATIONAL PROGRAMME

17. Introduction to Negotiating.
18. Discussion on Negotiations.
19. The First Negotiation.
20. The Voice. (With Exercise)
21. Perception. (Self & Others)
22. The Human Brain.
23. The Negotiator in You. (With Evaluation Exercise)
24. The International Association Negotiation Game.
25. Rapport Building.
26. Listening Skills.
27. Speaking O.R.I.D.
28. Speaking S.M.A.R.T.
29. Speakeasy.

- Putting together what we learn so far Exercises.
- Evaluation Proficiency Open-book Exam

Day 2 & 3

RETURN ON PERFORMANCE EDUCATIONAL PROGRAMME

1. The Hard Principles of Negotiation. (Video)
2. Eye to Eye. (principles of Eye Contact)
3. Believe Me. (Eye Contact Game)
4. Body Cluster Reading.
5. Bluff Game. (Game Exercise)
6. Vilfredo Pareto's Rule of Cause & Effect.
7. Personal Agenda W.I.I.F. Me.
8. Roundtable Group Discussion.
9. International TRUST Perception matrix.
10. Approach:
 - a. Structured.
 - b. Strategic.
 - c. Behavioural.
 - d. Interrogative.
11. Cross-Cultural Exchange.
12. Psychological Negotiations (Before & After)
13. The Deep Breath.
14. Positional Interest. (Death by Silence)
15. Push-Pull. (Problem Analysis)
16. B.A.T.N.A.

WHO SHOULD ATTEND?

- All Negotiation Experts.
- CEOs – Chief Executive Officers and All Upper Management Teams.
- DBA Business Students – MBA Business Students.
- Procurement Officers.
- Salespersons.
- Banking Claims & Loan Officers.
- Corporate Intelligence & Compliance Officers.
- Entrepreneurs (New Businesspeople)

Advantages & Takeaways: WIIF Buy-In

- Become an understanding Buyer-Seller.
- More confident Negotiator.
- Solidified Business Manager.
- Corporate Aware Problem Solver.
- Better Team Leader.
- Social Heart Winner.

MATERIALS USED BY PARTICIPANTS DURING SEMINAR

- SLIDE DECK BOOK.
- NEGOTIATION CHEAT SHEET.
- STUDENT MATERIALS BOOK.
- STUDENT PROFICIENCY EXAM BOOKLET.
- VIDEO EDUTAINMENT USED DURING SEMINAR.

Cost: NRs. 16000 + Taxes

Note: * For a corporate group of 3 or more 5% discount and * For a corporate group of 5 or more 10% discount will be provided

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