



## Online Learning Course

# Art & Science of Negotiation & Influencing Skills

8-10 DISEMBER 2021

### Overview

DELIVERY METHOD

teractive &

**"Action** 

Learning'

COURSE DURATION

3 day

**TRAINER/SPEAKER MR. VIGNESWARAN KANNAN** 

M.Ed. (Edu. Psych.); ATP-ILM (U.K.); COPC (AEU-TCI); PSMB TTT (No.3300); IRCA (U.K) (No.A17059); CLDP (CIPD, U.K.); MCP; MCSE, ABNLP



**COURSE FEES** 

### NORMAL RATE

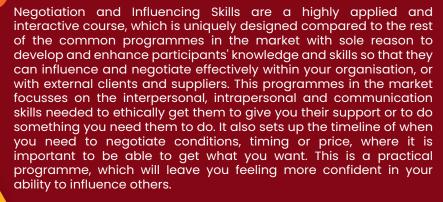
RM 300/ \$71 USD per day

GROUP PARTICIPANTS (MAX. 3 PAX) (15% DISCOUNT)

RM 255 / \$60 USD per day

UMCCED/UM STUDENT, **STAFF & ALUMNI** (40% DISCOUNT)

RM 180 / \$42 USD per day



### **Course Objectives**

- a. Obtain Techniques and Methodologies on Negotiation and Influencing Skills
- b. Obtain Techniques to Practice Mindfulness for Negotiation & Influencing
- c. Able to Negotiate with Various Types of Personalities
- d. Gain Knowledge on NLP Communication Model
- e. Apply Effective Verbal & Non-Verbal (Body Language) Communication in Negotiation & Influencing
- Gain the Methods to Prepare to Influence before the Meeting Itself

### What will you Learn

- a. The Psychology of Perceptionb. Nlp & Communication in Negotiationc. Emotional Excellence in Negotiation
- d. Managing Various Personalities in a
- Negotiation Mindfulness for Effective Negotiation & e.
- Influencing Thoughts, Emotions & Behaviour for a Powerful Negotiation Session f.
- Building Rapport in Negotiation Persuasion & Influencing Techniques Words in Negotiation & Influencing g.
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# Further Information :

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