

ART & SCIENCE OF NEGOTIATION & INFLUENCING SKILL WITH NLP

17 & 18 FEBRUARY 2020
14 & 15 JULY 2020

Register Now!

**FOR ALL
INDUSTRIES
LEADERS AND
EMPLOYEES**

Overview

Negotiation and Influencing Skills are highly applied and interactive course, which is uniquely designed compared to the rest of the common programs in market with sole reason to develop and enhance participants knowledge and skills so that they can influence and negotiate effectively within your organisation, or with external clients and suppliers. This program focuses on the interpersonal, intrapersonal and communication skills needed to ethically get them give you their support or to do something you need them to do. It also set up the timeline when you need to negotiate conditions, timings or price, where it is important to be able to get what you want. This is a practical program, which will leave you feeling more confident in your ability to influence others.

Course Objectives

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

What will you Learn

- The Psychology of Perception
- Nlp & Communication in Negotiation
- Emotional Excellence in Negotiation
- Managing Various Personalities in Negotiation
- Mindfulness for Effective Negotiation & Influencing
- Thoughts, Emotions & Behavior for Powerful Negotiation Session
- Building Rapport in Negotiation
- Persuasion & Influencing Techniques
- Words in Negotiation & Influencing

FURTHER INFORMATION :

■ MR.SAMSOL (+603-2246 3374) ■ MR.WAHYU (+603-2246 3377)
UNIVERSITY OF MALAYA CENTRE FOR CONTINUING EDUCATION
Level 7, Wisma R&D University of Malaya, Jalan Pantai Baharu, Kuala Lumpur.
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www.umccd.edu.my



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Trainer



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

Vigneswaran Kannan brings with him an extensive experience and knowledge in Training and Development. He has trained diverse groups of people from manual workers to senior management as well as highly acclaimed academic professionals.

He has trained many professionals in various soft skill programs from the International crowd ranging from countries like Australia, Brazil, Oman, UAE, Singapore, Switzerland, South Africa, Japan, South Korea, China, Mozambique, Indonesia, India, and Singapore.

His approach using Adult Learning Principles, Higher Order Thinking Skills, VAK Learning Model, NLP and Fun Teaching Techniques has brought an effective learning experience among many participants.

Vigneswaran's love and passion to nurture people through his training, coaching and consulting has helped many to achieve their goals and objectives.

Training Investment

RM950/pax

This session comes with Personality Profiling worth RM400 per test which is based on 5 Factor Analysis of Psychology of Personalities. By participating in this online-test, participant will obtain a detailed personality report on them which includes strengths and weaknesses of their personality and how to improve it further to build a better inter and intra personal relationship.

To register, please email this page to us at samsol.kamal@um.edu.my/
wahyu@um.edu.my now. Please complete using **CAPITAL LETTERS**.
All fields are mandatory.

ART & SCIENCE OF NEGOTIATION & INFLUENCING SKILLS WITH NLP

Participant (s) Details (for additional participants, please make copies of this form)

	NAME/ IC NO.	MOBILE NO.
1		
2		
3		

PERSON IN CHARGE (Finance Department) EMAIL

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PHONE (O):

FAX (O):

Name & Address of Company (or address for invoicing purpose):	Signature of Sponsor/ Applicant & Official Stamp

Payment Terms (Please indicate **X CASH/CHEQUE**):

Cash

Cheque/ PO/ LO/ Bank Draft should be made payable to
"UMCCed " Cheque No:.....

Please notify/ send proof of payment to:

**University of Malaya Centre for Continuing Education, Level 7, Wisma R&D,
University of Malaya, Jalan Pantai Baharu, 59990
Kuala Lumpur (Attn: Finance Division)**

Account number: 8600227441 * Bank: CIMB Islamic Bank Berhad * Swift Code: BCBMMYKL

RECEIVED DATE	PAYMENT
<i>For Office Use Only</i>	
DISCOUNT	
Group	Early Registration

Terms and Conditions:

- Participant registration is confirmed upon receipt of registration form. Due to limited space, UMCCed advise early registration to avoid disappointment. Registration will be closed 2 weeks prior to the workshop date
- Workshop will be confirmed once UMCCed issued the Workshop Confirmation letter.
- FULL PAYMENT has to be made to UMCCed two weeks prior to the date of the workshop.
PLEASE NOTE: Payment must be received prior to the workshop; otherwise participants will not be allowed to enter the workshop venue
- UMCCed reserves the right to reschedule or cancel the workshop in the event of unforeseen circumstances (full fee will be refund for this cancellation); every effort will be made to inform the participants.
- Fees are NOT refundable if the participant cancel the registration. A substitute is welcomed as a replacement with prior notification
- By submitting this registration form, you have accepted and agreed to the terms and conditions as stated.
- Fees are inclusive of refreshment, lunch, certificate and workshop materials.