

A SUCCESSFUL NEGOTIATION IS NOT TO WIN, BUT TO FIND A WIN-WIN SOLUTION!

- ✓ Are you in department of sales, purchasing, human resource, project management, etc. whose job need to frequently interact and negotiate with clients, suppliers, internal and external and partners?
- ✓ How to achieve the company's interests and goals in negotiation with partners' agreement and develop long-term relationship with them?
- ✓ How can we obtain the best possible agreement even when we are in a "disadvantage position" in a negotiation?

"**Successful Negotiation Skills**" course will provide you with the knowledge, tools, and strategies to keep all negotiations with your partner under control, and develop good relationships and business.

SUCCESSFUL NEGOTIATION SKILLS (2 DAYS)

~ Key skills for your career success and your company's growth ~

Training time

- Ho Chi Minh** **12-13/12/2024 (Thu - Fri)**
- Time: 8:30 ~ 16:30
 - Venue: T Floor, Nam Giao 1 Building, 261-263 Phan Xich Long, Ward 2, Phu Nhuan Dist.
- Hanoi** **19-20/12/2024 (Thu - Fri)**
- Time: 8:30 ~ 16:30
 - Venue: 12F, Indochina Plaza Hanoi, 241 Xuan Thuy, Dich Vong ward, Cau Giay Dist.

Course's information

- Language** Vietnamese
- Fee** 5,400,000 VND person
(Lunch for 2 days incl., VATexcl.)
✳️For companies with 2-4 participants, training fee is discounted 5%; with 5 or more participants, discounted 10%. (Applied separately for training on Ho Chi Minh and in Ha Noi)
- Method** We applied **offline training**.
- Participant** HCM: 28 people – HN: 30 people
First-come, first-served basic
- Registration** Fill in the attached 'Application form' and send to AIMNEXT via Email

Target

- Staffs and managers of the sales department.
- Staffs and managers of purchasing department.
- The project managers and those need to regularly interact with clients and external partners.

Trainer

- Ths. Ms. T. T. N. Hạnh**
- MBA - Master of Business Administration – Ho Chi Minh City University of Economics and Finance (UEF); Mini MBA – The Oxford Centre For Leadership – United Kingdom
 - Master Train The Trainer International – International Trainer of WISC – Ascendo Academy - Singapore.
 - 19 years of experience as a CEO, senior manager, consulting training specialist.
 - Expert in consulting – coaching, training in Business Administration and Operations; Building and developing the training system – internal development and coaching; developing leadership capacities; and sales and customer service.

Objective

- Understand the importance of negotiation and the professional negotiation process in workplace and in business.
- Identify both parties' positions, values, and build a good relationship for a Win-Win negotiation.
- Understand the various types of partners in order to develop an effective approach and prepare for the negotiation.
- Prepare compelling reasons persuading partners, clients and alternatives for strategic concession.
- Flexibly use negotiation techniques and strategies for success.

Content

Part 1: Overview of negotiation

- The concept of negotiation
- Clarifying the other party's needs through their offer
- The fundamentals of negotiation
- Necessary skills for a successful negotiator with clients (internal & external), partners, suppliers, ect.
- The importance & benefits of negotiation to individuals and organizations
- Negotiation styles
- Rules for negotiation

Part 2: Preparation for a successful negotiation

- Step 1: Evaluate both parties' power in negotiation
- Step 2: Analyze the level (variable) between the two parties
- Step 3: Identify zone of possible agreement (ZOPA)
- Step 4: Schedule negotiation meeting

Part 3: The negotiation process

- Step 1: Create open atmosphere and connection for the negotiation
- Step 2: Clarify and analyze client's needs in the negotiation meeting
- Step 3: Propose offers using your negotiation skills
- Step 4: Close the negotiation

Part 4: Negotiation tactics and strategies

- Key factors to decide negotiation strategies
- Identifying your powers in negotiation and when to use them
- 36 strategies to negotiation
- Usage and response to each negotiation strategy
- Strategies to employ when you're in a disadvantage situation
- Rules of concession
- Points of closing negotiation

Part 5: Action plan

✳️ The above content is subject to change without prior notices.

For further information, please kindly contact us via:

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