

**ONLINE
WEBINAR
@
FACE
TO FACE**

PROFESSIONAL NEGOTIATION DEVELOPMENT SKILL WORKSHOP

Ir. KAZREN JUSRI
PSYCHO EDUCATION



The ability of a person to resolve differences of opinion or conflicts between parties with different interests. In the conflict resolution process, the involved parties will communicate with each other, accept or reject proposals, and collaborate to achieve an effective decision for all parties.

INTRODUCTION



- **Negotiation** is a process of bargaining to reduce differences or reach a problem resolution. In negotiations, individuals involved try to compromise on the issues being discussed to achieve an agreement. Persuasion involves using gentle or kind words to attract someone's attention.

In this context, Influential Communication is a key technique in negotiations to achieve mutual goals for both parties. Both are essential elements in communication and negotiation. Understanding emotions and influencing goals emotionally can impact negotiations. The outcome depends on the emotional acceptance of both parties.

OBJECTIVE



1

**UNDERSTANDING THE THEORY
AND TECHNIQUES OF NEGOTIATION**

**MASTERING EFFECTIVE
NEGOTIATION TECHNIQUES**

2

3

**PRACTICING INFLUENTIAL
COMMUNICATION TECHNIQUES**

**TECHNIQUES FOR MASTERING
EFFECTIVE EMOTIONAL CONTROL**

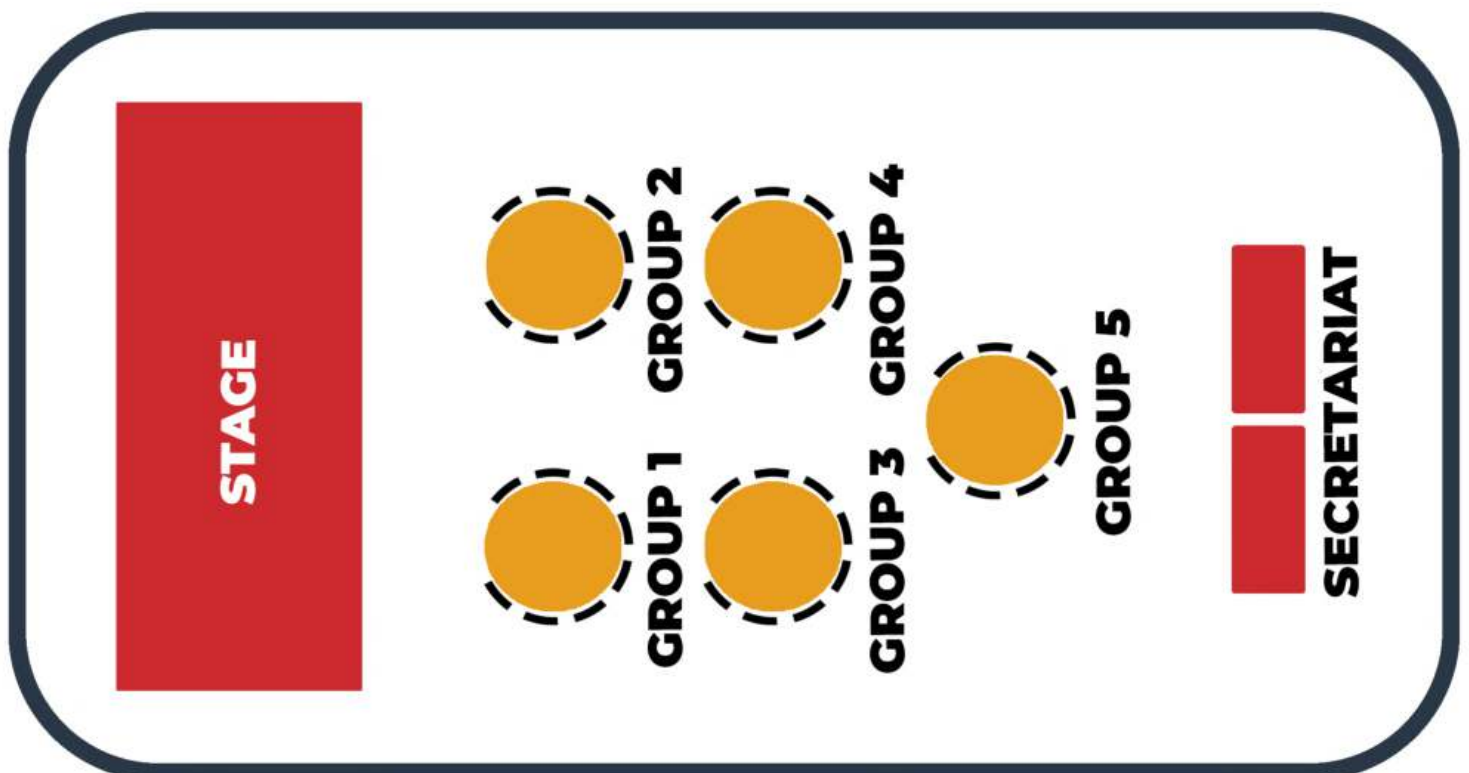
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TARGET GROUP



- This workshop targets executives and officers involved in negotiations. The target group consists of 50 participants.

HALL LAYOUT





1

INTERACTIVE SHARING

2

SLIDE PRESENTATION

3

DISCUSSION METHOD

4

**DEMONSTRATION AND
CASE STUDY**

5

Q&A SESSION

MODULE



- The learning concept uses 40% theory and 60% practical. The approach used in this program is the **"Knowledge Sharing"** method.

MODULE 1: INTRODUCTION TO THE CONCEPT OF NEGOTIATION

MODULE 2: KNOW YOUR PERSONALITY

MODULE 3: SENSORY ACUITY

MODULE 4: NEGOTIATION PREPARATION

MODULE 5: GOAL SETTING

MODULE 6: INFLUENTIAL COMMUNICATION

MODULE 7: INFLUENCE BRIDGE TECHNIQUE

MODULE 8: EMOTIONAL MANAGEMENT IN THE NEGOTIATION PROCESS

PROFILE SPEAKER



Ir. KAZREN JUSRI

**Certified Registered Counselor
HRDcorp Psychology Industrial Trainer**

Career experience in the industry began in 1995 as a Project Engineer with involvement in Project Management involving Project Planning, Project Budgeting, Project Timeframe and Project Procurement. Started own business in 1999 to date.

After being in the industry for almost 30 years, the Speaker realized the weakness of the organization in terms of emotional management. The Speaker continued his studies in the field of PhD and Master of Psychology and Counseling in the field of Human Development. This brings a new field of service which is to develop the potential in human beings by implementing 'REENGINEERING' in the field of psychology to facilitate understanding for staff and the general public.

The main mission in this training service is to provide a new point of view in terms of career concepts and life concepts so that the community feels valued and also achieves emotional harmony in giving birth true self potential.





Untuk maklumat lanjut
sila layari laman web rasmi atau hubungi di talian
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