Effective Negotiation Skills Using NLP

Trainer

Mr. S Muru, a mechanical engineer, has over 26 years of varied experience in the corporate world and over 15 years in the training field. Having obtained his MBA from the University of East London, UK, he is an experienced and dynamic leadership & motivational trainer, consultant and speaker covering a wide spectrum of topics. However, recently he is focused on Leadership, Empowerment & Motivation only. Having trained more than 80,000 participants nationwide, he had the opportunity to do research and analysis affecting all levels of management. He has designed a dynamic set of training programs based on his extensive research and called it, “Peak Performance Mastery”. Having mastered organizational culture and its set back, he has designed these programs to overcome the traditional obstacles by introducing new concepts suitable to the Knowledge-Age or better known as the Mental-Age. He has also authored a book on this subject matter.

S Muru knows the demand of workforce in today’s competitive world. He is delighted to see, through the instruments of training, his continuing participation and contribution to People Development. His rich experience and knowledge in the area of manufacturing has enabled him to achieve technical and patent awards while working in the industries. Being a certified trainer from the MIM, his presentations are more practical and easily applicable in the workplace environment.

Another point worthy of highlight is that S Muru is a certified NLP Practitioner, Hypno & Time LineTM Therapist as well as a NLP Coach. He is a member of the American Board of NLP practitioners (ABNLP), American Board of Hypnotherapy (ABH), and the Time Line TherapyTM Association (TLTA). He actively uses all the concepts including NLP (Neuro Linguistic Programming) and ALP (Accelerated Learning Principles) in training programs that he conducts, to enhance the learning outcomes and effectiveness among the participants. Recently he obtained his Advanced Diploma in Hypnosis thus making it easier for his clients to achieve stellar success in a short time.

Organised by:

FMM Institute
Sabah Representative Office
Lot 143, 1st Floor, Block Q
Alamesra Plaza Permai
Sulaman Coastal Highway
88400 Kota Kinabalu.

Contents

Module 1: NLP Basic

Module 2: Negotiation Skills Basic
- The nature if negotiations
- Critical components underlying the negotiation process
- Success and failures in negotiations – Win-Win Mode

Module 3: Practical Negotiation Framework
- Seven elements to successful principled negotiations
- Negotiating with confidence using NLP Anchoring Process
- Guidelines for negotiating in different situations

Module 4: Handling Relationship Issues in Negotiations
- Building good working negotiation relationships
- Elements of dealing well with differences
- Reciprocity as a relationship-building strategy
- Putting Rapport Building (NLP) to Work to Your Advantage

Module 5: Negotiation Paradigms
- Recognizing different system of negotiations
- Choosing a system: Pros and Cons of different systems
- Principled negotiation dynamics

Module 6: Tactics for Handling Difficult Negotiators
- Handling difficult negotiators and situations
- Neutralizing hardball tactics
- Silence as a negotiation tool with NLP techniques

Module 7: The Power of Preparation
- A systematic approach to preparation
- The 7 elements approach to preparation

Module 8: The Art of Negotiating
- Reading using non-verbal communication – Eye Patterns
- Using questions and listening skills to control negotiations
- Controlling negotiation climate using NLP Techniques
- Breaking negotiation deadlocks

Module 9: Negotiation Action Plan
- Evaluating negotiating skill
- Personal action plan for successful negotiation
- Creating lasting commitment to negotiation skills
- Recognizing and developing negotiation styles

This is a highly interactive programme and focuses on the practical aspects of realistic negotiation skills development through experiential learning. A variety of learning methodologies such as the Accelerated Learning Principles (ALP) and Neuro Linguistic Programming (NLP) will be used to sustain the participants’ interest and to create an optimum learning environment that will maximize the learning outcomes.
Who Should Attend

Senior Managers, Managers and Executives who need to enhance their negotiation techniques and competencies. Sales Personnel, Purchasing, Marketing and the relevant personnel are encouraged to attend this dynamic and mind blowing workshop. Participants are guaranteed to take away techniques that will enhance their performance and help build relationships influently.

IN-HOUSE TRAINING AVAILABLE

Objectives

Upon completion of the course, participants will be able to:

☑ Understand the critical issues that influence the outcome of a negotiation process by using NLP techniques
☑ Negotiate with confidence using anchoring and develop greater negotiation consciousness
☑ Apply the proven negotiation concepts/theories in the real world added together with NLP techniques
☑ Develop an effective negotiation strategy that is flexible and appropriate in various circumstances
☑ Produce a legally binding contract that incorporates all of the negotiated terms and conditions

Administrative Details

Registration:
- Completed registration form received by fax or mail to FMM Institute would be deemed as confirmed.

Payment:
- Cheques made in favour of FMM Institute should be forwarded to the FMM Sabah Representative Office.

Closing Date: 21 Jan 2013

Cancellation and Refunds:
- Must be in writing with reasons
- 7 days before the course - 100% refund
- 3-6 days before the course - 50% refund
- < 3 days before the course - No refund
- Replacement can be accepted at no additional cost.

Those who register but fail to turn up for the programme will be billed accordingly. FMM Institute reserves the right to change the facilitator, cancel or reschedule the above course and all efforts will be taken to inform participants of the changes.

Effective Negotiation Skills Using NLP
Feb 4-5, 2013

Date: Feb 4-5, 2013 (Mon-Tue)
Time: 8.30am – 4.30pm
Venue: FMM Institute
Lot 143, 1st Floor, Block Q
Alamesra Plaza Permai 1
Sulaman Coastal highway
88400 Kota Kinabalu, Sabah

Fee:
- RM650.00 per pax (FMM member)
- RM850.00 per pax (Others)
(Fees include course materials, Certificate of Attendance, lunch and refreshments)

For further enquiries, please contact: Florisa/Nelly
Tel: 088-447 580  Fax: 088-447 570
E-mail: fmmsabah@fmm.org.my / nelly@fmm.org.my

Registration Form

Dear Madam,

Please register the following participant(s) for the above programme

1 Name : ____________________________
   Designation : ____________________________
   Nationality : ____________________________
   I/C No : ____________________________

2 Name : ____________________________
   Designation : ____________________________
   Nationality : ____________________________
   I/C No : ____________________________

(if space is insufficient, please attach a separate list)

Submitted by:

Name : ____________________________
Designation : ____________________________
Company : ____________________________
Address : ____________________________

Tel no : ____________________________
Fax no : ____________________________
E-mail : ____________________________