



## TRAINING COURSE for NEGOTIATION SKILLS PRESENTED BY JOHN CARLISLE PARTNERSHIPS (SEA) Ltd

John Carlisle Partnerships (JCP) has worked with over 30,000 people and over 150 different Companies and organizations and Government Bodies all over the world in the implementation of co-operative working strategies, from preferred suppliers and partnerships to alliances and mergers. They have proved that co-operation is the most profitable strategy in a wide range of sectors and industries.

Effective negotiation skills are essential to making partnering or any other business relationship succeed in achieving win-win outcomes. JCP Have provided this course for the construction industry Governments and companies such as Shell, Motorola, Phillips.

It is a two-day course and is particularly suitable for those who have previously taken part in JCP partnering training or workshops.

### OBJECTIVES

- Comprehensive understanding of the principles of negotiation within cooperative business relationships
- How to get win/win outcomes that last
- Behaviours required to be a top negotiator
- Preparation and follow through for a successful negotiation

### INTENDED FOR

Senior and middle management

### FEE

HK\$..... per participant includes for JCP course handouts.

### **Register Now!**

John Carlisle Partnerships (SEA) Ltd.

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### KEY TOPICS

- Principles, concepts and means of implementing cooperative business strategies
- Why cooperative strategies always provide better project outcomes
- Application to negotiating contracts, supplementary agreements and compensation events
- Process for a successful negotiation
- Behaviours adopted by top negotiators
- Research comparing average with top negotiators
- Practicing negotiation skills on set case studies, with observation and feedback
- Preparation and follow through for a successful negotiation
- Behaviours and techniques needed at the negotiation table
- Examples of successful negotiation skills programs from Shell, Phillips, Motorola and other top international companies
- JCP Guidelines for Negotiation