

THE STAR NEGOTIATOR WORKSHOP®



*“Increase revenues, reduce costs,
make change happen”*

Day 1 16 February 2017

Day 2 23 February 2017



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The Star Negotiator Workshop[®]

“Increase revenues, reduce costs, make change happen”

Every negotiation situation is different. Even if you are negotiating the same issues with the same people, the situation will still differ from the previous negotiation because the market conditions will have changed. Successful negotiators are able to negotiate effectively regardless of the situation.

This two-day workshop will ensure you and your team are properly prepared to go into crucial negotiations such as business deals, labour negotiation, procurement, property, M&A, sales, change management etc. It combines science and art to achieve optimal outcomes. Achieving agreement faster and with less angst by leading your counter-party to say YES, is critical. Pick up and use best practices and tactics that you might have missed up to now with application of a more systematic approach to your negotiations every time.



Mastering Business in Asia Negotiation

The Star Negotiator Workshop[®] is designed to address specific negotiation situations faced by the participants. This will be done using pre-workshop questionnaires or dialogue in the workshop to design case scenarios for use in role-plays. The workshop will use a combination of interactive and experiential training, the two-day workshop provides researched solutions and practical advice to participants. Coaching will be given to ensure effective implementation of best practices into individual and organisations' situations in the workplace. Case scenarios, pocket cards, texts, workbooks, App, PowerPoint, exercises, games, challenge mapping, teaching and feedback.

Speaker



Mr. Peter A. Nixon
C.A., FCPA, MSc

Mr. Peter Nixon specialises in negotiation with an emphasis on dialogue and development. He is an international speaker, trainer and adviser to corporate, government and charity leaders around the world.

Peter is the creator of the Star Negotiator Workshop and author of the book on Negotiation by Wiley (publish in September 2005). Star Negotiator workshops are always specifically tailored to client situations which number well over 500 negotiations including internal, project management, sales, procurement, banking, claims, M&A, restructuring, distribution, hostage, government, bi-lateral and multi-lateral negotiations. Peter is one of the leading negotiation consultants in Asia and follows his clients to the UK, North and South America, the Middle East and Africa. Peter reminds his clients “The Solution is in the Dialogue”.

Born and raised in Montreal, Peter was transferred to Geneva prior to moving to Hong Kong in 1989. Following an international audit career with PwC legacy firm Coopers & Lybrand, Peter has spent the last decade helping senior leaders of MNCs, global firms, local, state and national governments, charities and NGO's achieve optimal outcomes through dialogue and negotiation. Improved outcomes include increased revenue and profit, reduced costs, improved governance, happy work relationships, talent management, service enhancement and strategic effectiveness.

His second book, Dialogue Gap, was rated “one of the best business titles published in this century” by SCMP. He is also creator of Negotiation, Mastering Business in Asia, NegotiationCPA[®] App and Dialogue Playing Cards. His forthcoming book focuses on the cultural hurdles to leadership, business and national development.

Programme Objectives

Upon completion of the programme, participants are expected to achieve the following outcomes:

- How to prepare for the people, process and content of your negotiations
- How to identify and measure the negotiable issues that make up your offers
- How to package multiple offers to demonstrate flexibility while getting what you want it
- Negotiation Best Practices & Tactics to get what you want when you want it
- The attributes of Star Negotiators and the Stages of Negotiation



Some Good Words from those who joined Mr. Peter Nixon's workshops

National Learning Facilitator,
Major Law Firm

"Peter's general philosophy and approach to both negotiation skills and business development, especially negotiation, was really impressive."

The Law Society of Hong Kong

"Peter Nixon was invited to conduct a course on 'Negotiation Skills'. The course received extremely positive feedback. Some participants said the content of the course was interesting, stimulating and very interactive. Participants said Peter's presentation was excellent."

Programme Structure

Day 1 - 16 February 2017

Morning session

- Welcome and Introduction
- Negotiation on the Go
 - Importance and personal responsibility for negotiation
 - 5 key attributes of Star Negotiators
 - Willingness to negotiate and importance of range
- Preparation Stage
 - What's included in the preparation stage?
 - Ma-Ma Technique
 - Case scenarios
 - 3 negotiating styles and SDI®
 - Tactics

Afternoon session

- Introduction Stage
 - Opening of negotiation - What should you say?
- Objection Stage - Part 1
 - Conflict sequence and triggers
 - 5 steps of Conflict Management
- Review of Takeaways and Concluding Remarks

Day 2 - 23 February 2017

Morning session

- Welcome and Introduction
- Review of Day 1
- Objection Stage - Part 2
 - Deadlock breaking and answering without answering
- Creation Stage - Part 1
 - Challenge Mapping

Afternoon session

- Creation Stage - Part 2
 - 3 way of negotiation
 - Concession making & taking
- Follow-up Stage
 - Communication challenges
 - Problems and how to fix them?
 - Post negotiation audit
- Conclusion
 - Action plans
- Review of Takeaways and Concluding Remarks

INSTITUTE OF ADVANCED EXECUTIVE EDUCATION

The Institute of Advanced Executive Education (IAEE) at The Hong Kong Polytechnic University (PolyU) is *Your Learning Vista for Dynamic Transformation*. Established in January 2011, IAEE develops advanced executive education and provides interdisciplinary courses. We embrace PolyU's promise of "Opening Minds · Shaping the Future" in designing programmes for senior executives, organisations and business professionals.

The Institute draws on PolyU's strengths to offer interdisciplinary executive education programmes in niche areas. Through our programmes, senior executives develop innovative thinking, enhance their leadership skills for strategic and operational excellence.

Advanced Executive Education is one of the four priorities set by the President of PolyU, Professor Timothy W. Tong, in his Inaugural Address in 2009. Led by Mrs Georgina Chan, Director of Institute of Advanced Executive Education, IAEE aims to enhance the University's reputation and connections with the private, public and professional sectors locally, nationally and globally. Mrs Chan possesses senior management experience with strategic development capabilities, extensive knowledge and skills in education and training gained locally and overseas. Prior to joining The Hong Kong Polytechnic University, Mrs Chan had held senior positions with two prestigious professional accountancy bodies, Institute of Singapore Chartered Accountants and the Hong Kong Institute of Certified Public Accountants (CPAs).

BESPOKE PROGRAMMES

We work collaboratively with our clients to identify and understand their company needs, helping them develop strategic business solutions that address the unique challenges they face. The format, framework, content, duration and methodologies of each programme are completely customisable. Developed and delivered by leading professors and experts in the field, our customised programmes inspire, enrich and empower participants, leading to significant outcomes for their organisations.

OPEN PROGRAMMES

IAEE has developed a portfolio of executive education programmes that offer senior executives and business professionals flexible learning in the development of their careers. All our programmes help participants acquire strategies and techniques to transfer what they learn back to their organisations. As a participant you will be inspired by our faculty members and reputable speakers, who are renowned for their ability to offer cutting-edge insights to senior executives and professionals at all levels. They will engage, challenge and equip you with knowledge, skills and expertise that will place you ahead of your peers.

AWARD-BEARING PROGRAMME

IAEE partners with PolyU's Department of Computing to offer an interdisciplinary *Executive Master in Digital Leadership* programme that specially designed to provide forward looking executives with genuinely innovative professional development experience to become well-equipped leaders in today's digital economy.

Registration & Enquiry

A completed registration form with cheque payable to "The Hong Kong Polytechnic University" should be sent to IAEE on or before **2 February 2017 (Thu)**. Spaces are limited, registration will be accepted on first-come-first-served basis.



Dates: Day 1 - 16 February 2017 (Thu)
Day 2 - 23 February 2017 (Thu)

Time: 9:30 am - 5:00 pm

Venue: PolyU campus

Fees: HK\$6,000 per person per workshop
(Lunch and refreshments are included)

Tel: (852) 3400 8476

Email: iaee.enquiry@polyu.edu.hk

Website: www.polyu.edu.hk/iaee

Address: GH267, GH Podium Annexe,
The Hong Kong Polytechnic University,
Hung Hom, Kowloon

Combo Programmes & Discounts

Enjoy **10% discount** for registrations of any two of the IAEE Senior Executives Series programmes.

Enjoy **5% discount** for registrations on or before 19 January 2017 (Tue).

Looking for training topic?

Talk to us to learn about the wide array of programmes on offer and tailor a combo that best suits your needs.

CONTACT US

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