



**UNIVERSITI
MALAYA**

Centre for Continuing Education



Claimable
under
SBL SCHEME

Online
Learning Course

Art & Science of Negotiation & Influencing Skills with NLP

**COURSE
DURATION**

3 day

14-16 DECEMBER 2021



TRAINER/SPEAKER

MR. VIGNESWARAN KANNAN

M.Ed. (Edu. Psych.);
ATP-ILM (U.K.);
COPC (AEU-TCI);
PSMB TTT (No.3300);
IRCA (U.K) (No.A17059);
CLDP (CIPD, U.K.); MCP; MCSE, ABNLP

Register Now!

COURSE FEES

NORMAL RATE

**RM 300/ \$71 USD
per day**

**GROUP PARTICIPANTS
(MAX. 3 PAX)
(15% DISCOUNT)**

**RM 255 / \$60 USD
per day**

**UMCCED/UM STUDENT,
STAFF & ALUMNI
(40% DISCOUNT)**

**RM 180 / \$42 USD
per day**

**DELIVERY
METHOD**

**Interactive &
"Action
Learning"**

Overview

Negotiation and Influencing Skills are a highly applied and interactive course, which is uniquely designed compared to the rest of the common programmes in the market with sole reason to develop and enhance participants' knowledge and skills so that they can influence and negotiate effectively within your organisation, or with external clients and suppliers. This programmes in the market focusses on the interpersonal, intrapersonal and communication skills needed to ethically get them to give you their support or to do something you need them to do. It also sets up the timeline of when you need to negotiate conditions, timing or price, where it is important to be able to get what you want. This is a practical programme, which will leave you feeling more confident in your ability to influence others.

Course Objectives

- Obtain Techniques and Methodologies on Negotiation and Influencing Skills
- Obtain Techniques to Practice Mindfulness for Negotiation & Influencing
- Able to Negotiate with Various Types of Personalities
- Gain Knowledge on NLP Communication Model
- Apply Effective Verbal & Non-Verbal (Body Language) Communication in Negotiation & Influencing
- Gain the Methods to Prepare to Influence before the Meeting Itself

What will you Learn

- The Psychology of Perception
- Nlp & Communication in Negotiation
- Emotional Excellence in Negotiation
- Managing Various Personalities in a Negotiation
- Mindfulness for Effective Negotiation & Influencing
- Thoughts, Emotions & Behaviour for a Powerful Negotiation Session
- Building Rapport in Negotiation
- Persuasion & Influencing Techniques
- Words in Negotiation & Influencing

Further Information :

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