

Course Overview:

Life centers on negotiation. Everyone negotiates every day of their lives. But how often do they achieve the best possible outcome? There are three essential elements - preparation, practice and training.

Through this workshop we develop skilled negotiators who can win in business. It's practical and immediately useful. Theory and models reinforce new skills in relationship building, creative strategies, critical negotiating techniques and behaviors. This can remove pressure and conflict and create impact in negotiation situations.

Course Objective:

- Develop trust and build better relationships within negotiations
- Plan strategies for preparing and conducting negotiations
- Value concessions and knowing when to walk away
- Consider the options and select suitable outcomes
- Move negotiations forward from deadlocks
- Use knowledge to acquire an advantage in negotiations
- Get better deals by removing mental constraints.

Course Outline:

- Demonstrate fault isolation procedures down to the equipment module level through the trainees' introduction of simulated module faults on an "off-line" system
- Demonstrate thoroughly routine test using computerized test set approved by COMPANY along with demonstrating and developing a software module for testing
- Demonstrate applying setting, fault retrieving and changing setting from state to state using external lap top computer

Who Should Attend:

This workshop is designed for anyone who is involved with negotiations at any level and wishes to improve their skills.

Training Language:

EN / AR

Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation