

“ Agreement exists in
disagreement. ”
-Lucanus



ADVANCED NEGOTIATION SKILLS

Never walk away again thinking you've lost a negotiation

December 5, 2014 - Mövenpick Hotel - Karachi | 9:00 am to 5:00 pm

Course Facilitator

Ramiz Allawala

- Founder, Avista Leadership Training
- Renowned Management Speaker in South Asia and Middle East
- Trained over 10,000 Executives in the Private & Public sector
- Over 25 Years of Corporate Consultancy Experience

For Details & Registration

Tel: Karachi 021-34536306-12-14, 021-34547141 | Lahore 042-35763063 - 64 | Fax: 021-34520708

E-mail: register@octara.com | www.octara.com





Ramiz Allawala is a much sought after motivational public speaker who has delivered lectures in Asia and the Middle East on topics ranging from personal leadership, motivation and ethics, to global leadership, corporate governance and social responsibility. Ramiz consults and trains widely on coaching, team performance and leadership for hyper-growth organizations. After running businesses in USA and Pakistan, he founded Avista Training International (formerly Gulfstone Training), and has coached and mentored senior executives, students, young leaders and underprivileged youth.

He has trained over 10,000 executives in the private, public and non-profit sectors. As a management consultant, Ramiz not only helps clients build leadership pipelines, cohesive teams, management strategies and develop Human Resource policies but also trains teams in service alignment and customer services. Participants in Ramiz's courses are struck by his intellectual insights, articulation and practical hands-on approaches that help them create their own destiny. Therefore, with his profound sessions, Ramiz has helped create high trust cultures in leading organizations.

His workshops are open, non-dogmatic, and interactive where everyone is challenged to offer differing views, ideas and strategies, since the main focus remains on 'do-ability' rather than theory. He offers instant feedback and assessment to his clients by using his unique 'Management-By-Coaching' model that is based on 3MCs - Managing Culture (creating high Trust), Managing Change (challenging set-piece learning loops), and Managing Commitment (inclusion, assertion and cooperation).

With an aim to improve the calibre of human resource in Pakistan, Ramiz is extensively involved in training assignments across Pakistan though he is now settled in Houston, USA.



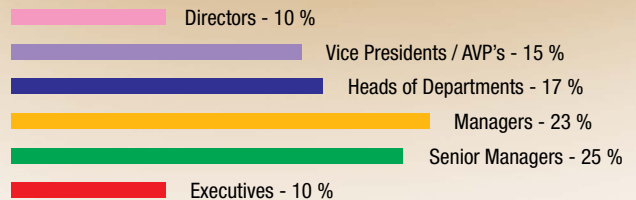
Participants of

"Advanced Negotiation Skills"

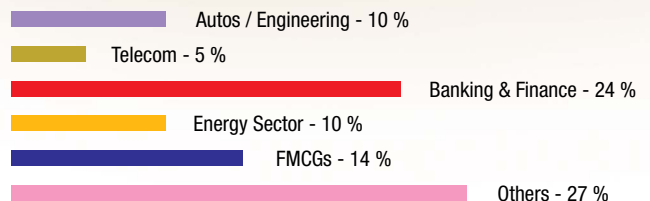
held on 1st of December, 2013 with
Ramiz Allawala

"Advanced Negotiation Skills" was a tremendous success in 2011. Participants from the top companies of Pakistan took part in the workshop, bringing in diversified experience to the program which may also be gauged from the following data compiled.

By Participant Profile



By Industries Represented



Course Overview

Advanced Negotiation Skills is a one day program inspired by the Chinese and Japanese art of team- based negotiations. This program provides the tools needed to prepare for and execute successful agreements.

This course helps you to resolve situations that conflict with someone else's interests. It leads you to explore the situation and to find a solution acceptable to both parties. This program stresses on the art of dialogue. It teaches participants to actively listen to the other party with empathy and without bias and then shows how to clearly communicate the needs and interests of both parties in a direct, clear and convincing manner.

Key Benefits

- Negotiate better deals and contracts
- Deal with difficult negotiators
- Improve relationships
- Adjust your negotiation style for different situations
- Create a strong negotiation position
- Manage issues of gender and culture
- Become better leaders and team builders
- Avoid being cheated
- Conduct negotiations with confidence

Who Should Attend?

For all those involved in business, managerial and other kinds of negotiations who wish to enhance their negotiation skills and make negotiations a more enjoyable, rewarding and effective part of their job.

Training Objectives

- Evaluate participants' current negotiation skills
- Demonstrate behaviours and traits of successful negotiators
- Find creative new ways to approach problems associated with negotiations.
- Assess how participants deal with conflicts during negotiations
- Explore the 'roles' concept in 'team based' negotiations

Activities & Role-plays

- Planning negotiation (Determining ZOPA & BATNA)
- Creative thinking
- Negotiation styles
- Assertiveness
- Questioning techniques
- Handling difficult negotiations

Here's what past participants of

"Advanced Negotiation Skills"

have said about the course:

"The training offered good relevance of negotiation theory to practice and was delivered in its true sense by Ramiz."

Deputy General Manager, Habib Bank Ltd.

"Valuable techniques for negotiation were learnt from the course superbly presented by Ramiz."

Regional Head, TPS

"An excellent session! Ramiz was surely honest and sincere to the subject."

Deputy Manager – Commercial, AGP Private Ltd.

WORKSHOP INVESTMENT

PKR **17,000**

(Fee per participant) (+15% GST will be applicable)

Fee includes course material, Octara certificate, lunch, refreshments & business networking

Bring

Advanced Negotiation Skills In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact Jason D'souza at jason.bosco@octara.com or call at 0332-2422732 for more details.

5 Easy Ways to Register

Phone : Karachi 021-34536306-12-14, 021-34547141
Lahore 042-35763063 - 64
Fax : 021-34520708
E-mail : register@octara.com
Address : Octara Private Limited
1/E-37, Block-6, P.E.C.H.S., Karachi.
Web : www.octara.com

Payment:

A confirmation letter/e-mail and invoice will be sent upon receipt of your registration.

Note: Full payment must be received in advance to confirm enrollment.

Send your cheque in favor of "Octara Private Limited"

To: Muhammad Imran Anwer
Octara Private Limited

2/E-37, Block-6, P.E.C.H.S., Karachi.

Tel: 021-34534261, 021-34536315, Cell: 0321-2670041