

# NEGOTIATION SKILLS

► INFLUENCE ► PERSUADE ► WIN

December 18, 2018 - Karachi | December 21, 2018 - Lahore

## PROGRAM OVERVIEW:

Managers spend more time negotiating than they realize. Negotiations do not just happen in buying and selling environment. In fact most of the negotiations happen internally, between different departments of an organization over resources and budgets.

This 1-day workshop introduces latest negotiation techniques to create a Win-Win environment in your business, both inside and outside your organization.

## KEY BENEFITS

- **Understand** influencing styles
- **Develop** your influencing strategy
- **Learn** why conflicts happen and how to resolve them
- **Explore** different styles of negotiations and how to prepare
- **Appreciate** the power of body language

## WHO SHOULD ATTEND?

- Front Line Managers
- Supervisors
- Team Leaders
- Emerging Managers/Leaders
- Supply Chain Managers/Leaders
- Sourcing Managers/Leaders
- Procurement Specialist & Buyers



**Syed Asim Rashid**  
Course Facilitator

- Over 25 years of diversified experience in strategy and leadership
- Founder & CEO, CreativeSwan Consulting, UAE
- Former Regional Director, GE Energy; Former leader, Engro
- Studied advanced business and leadership at Harvard, MIT and INSEAD
- Successfully completed Coaching program in GE
- Successfully completed Trainer programs from Association for Talent Development (ATD USA) and American Management Association (AMA)

...only from Octara!!!

## For Details:

Karachi: 021-34536306, 34520093, 34547141

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**Syed Asim Rashid**  
Course Facilitator

With 25+ years of business experience, Syed Asim Rashid is an award-winning, internationally recognized leader known for business turnarounds, developing leaders and creating solid shareholder value. Asim is the founder and CEO of **CreativeSwan Consulting**, a management consulting company in the United Arab Emirates (UAE), to help organizations become increasingly successful. Previously, he served as Regional Director GE Energy where his intrapreneurship resulted in Industrial Services business expansion in 12 countries of the Middle East. Asim also held key positions with Engro (formerly Exxon), Siemens and Japan Power.

Asim holds an MBA from Manchester Business School, UK, MS in Global Energy Management from University of Colorado Denver, USA, and Electrical Engineering degree from NED University, Karachi. He studied advanced business and leadership at Harvard, MIT, Wharton, Booth, INSEAD, AMA, GE and LUMS.

Asim is a certified 6-Sigma Green belt from GE, and successfully completed Train the Trainer programs from Association for Talent Development (ATD USA) and American Management Association (AMA). He completed Coaching program in GE, and successfully passed ISO 9000 Auditor/Lead Auditor program.

Asim holds Divisional Certificates from AMA on Finance Management and Manufacturing & Quality Improvement.

## PROGRAM AGENDA

### Body Language

- Appreciate the power of body language
- Decode different gestures
- Power-up your body language

### Conflict Resolution

- Identify the source of conflict in organizations
- Develop a step-by-step process to manage conflicts
- Appreciate the human side of conflict

### Influence

- Understand the concept of "Influence"
- Learn different influencing styles
- Develop your influencing strategy

### Negotiations

- Understand the types of negotiations
- Prepare for negotiations by understanding BATNA
- Develop strategy for Win-Win

## INVESTMENT

**PKR 18,000** +SST/PST Per Participant

### FEE INCLUDES:

Course material, certificate of attendance, lunch, refreshments & business networking

Send your cheque in favor of **Octara Private Limited**

To: **Umair Tariq**, Admin & Accounts Executive  
Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.  
Tel: 021-34520708, 34534261 Cell: 0302-4599773

### 3 Easy Ways to Register

☎ 021-34536306, 34520093, 34547141

✉ register@octara.com 🌐 www.octara.com

### Bring this program **In-house**

This workshop can be customized to suit specific needs of your organization which may lead to significant savings & avoiding pitfalls. Please contact **Naveed Rahim** at [naveed.rahim@octara.com](mailto:naveed.rahim@octara.com) or call at **0334-3082767**