

# The Champion Negotiator®

Knowledge base and tools  
to help you win every  
negotiation



Training | Conferences | Events | Publications

22 April 2010, Sheraton Hotel & Towers, Karachi  
24 April 2010, Royal Palm Golf & Country Club, Lahore  
Timing: 9:30 am to 5:00 pm



Course Facilitator

**Hassan Bin Rizwan**

## Workshop Theme:

Negotiation is seen as a process that can profoundly affect all human relationships and produce lasting benefits for all participants. A successful negotiation is the one that mutually benefits all parties involved. Contrary to common belief, all techniques that bring a negotiation to a successful conclusion can be learned and put into practice by everyone from a novice to the most experienced negotiator.

## Key Benefits:

After having completed this program, all participants will:

- ◆ Know when to and when not to negotiate
- ◆ Develop an effective plan and strategy for any negotiation
- ◆ Apply the 'Positive Force' and never lose control in negotiations
- ◆ Adjust to their communication style to achieve desired results
- ◆ Successfully apply the principles of persuasion to all negotiations
- ◆ Recognize and counter the most common negotiating ploys

## Target Audience:

The course is designed for supervisors and junior managers from diverse functional backgrounds such as

- Procurement
- Marketing
- Project Management
- Logistics
- Sales
- Information Technology
- HR
- Customer service

## LEARNING ACTIVITIES

### Team Ex – HR Vs Finance

Teams work together to participate in a team negotiations scenario based on a real-life case

### Team Ex – Planning Ex

Teams plan for a negotiation based on a case that is provided. They present the plan to the audience for feedback

### Individual Ex – The \$2 Game

Individuals participate in a famous \$2 negotiation game that uncovers various negotiation scenarios

### Individual Ex – Negotiation Ploys

Participants are given multiple quick scenarios for which they devise their tactics to deal with the situation and come out as a winner

## Course Outline

### Winning Long-lasting Agreements

- ✓ Interest-based negotiation Vs Positional negotiation
- ✓ Factors that influence the negotiation process
- ✓ The 'I-Q' (Information-Questions) of negotiations

### Planning for Negotiations

- ✓ Assessing the situation – You – The Opponent – The Object
- ✓ Setting a SMART for negotiations
- ✓ Deciding on a BATNA
- ✓ Ways to accurately predict the stance of your opponent

### Executing the Plan

- ✓ Understanding offer and counter-offer
- ✓ 10 secrets to successfully navigate through negotiations
- ✓ Using 'time' as a tool to gain advantage

### Using the Persuasion Model

- ✓ Application of the structured persuasion model to convince others
- ✓ How to use 'Active Listening' as a persuasion tool
- ✓ Motivating people to action using the AIDA concept
- ✓ Highlighting 'WIIFM'

### Negotiation Ploys and Tactics: Measures & Countermeasures

- ✓ See beyond the words
- ✓ Translate the 'non verbal' signals of your opponent
- ✓ Take steps to steer out of emotional blackmail

## For Registration:

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Fax: 021-4520708, 021-4546639, E-mail: register@octara.com | www.octara.com





**Course Facilitator  
Hassan Bin Rizwan**

“Hassan’s workshop was a highly customized and perhaps the most relevant training we have had in a long time.”  
**Arif-ul-Islam, COO, Meezan Bank**

Hassan Bin Rizwan is an entrepreneur, management consultant and conference leader with detailed professional experience in management consultancy and HR training both in the U.S. and Pakistan. For over eight years, Hassan has accumulated, applied and disseminated useful business knowledge to help organizations, both in the US and Pakistan, grow stronger through enhanced learning of their employees. He specializes in

organizational communication, sales training, and management development. His vibrant personality combined with a unique blend of content and delivery makes the participants’ experience both educating and entertaining.

Presently in Pakistan, Hassan is working with HireLabs, Inc., a fast-growing, US-based HR consulting firm that specializes in talent assessments. At HireLabs, Hassan is looking after their business partner program for Middle East and Asia Pacific regions. Alongside his engagement with HireLabs, Hassan continues

to stay involved in an assortment of learning and consultancy programs for a number of organizations as an associate of Octara Pvt. Ltd.. Hassan’s most recent assignment has been with Saudi Snack Foods Ltd. (PepsiCo), an industry leader in the U.A.E., where he led a Sales Performance Improvement program for the entire sales team through a combination of learning and consultancy interventions. He regularly attends courses and trainings both locally and abroad to enrich his own pool of knowledge and enhance his participants’ learning experience.

**Hassan has trained participants from:**



**Workshop Investment**

PKR **9,500/-** per participant

**10% Group Discount** on 2+ nominees

Course material, Octara certificate, lunch, refreshments & business networking

**Registration & Payment Options**

- E-mail or Fax your nomination(s) to:  
E-mail : register@octara.com  
          : info@octara.com  
Fax : 021-34520708, 021-34546639
- Send us your:  
Name | Designation | Organization  
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To view reports on our past training workshops and events logon to [www.octara.com](http://www.octara.com)

**Registration Note**

Participation will be confirmed subject to receipt of payment.

**Octara Cancellation Policy**

Our Cancellation Policy is activated as soon as an invoice is received by the client. Due to any reason if the client is not able to attend the workshop/conference, they may inform Octara Sales/Finance department in writing within 48hours of the receipt of the invoice. In case of no intimation from your organization we reserve the right to claim the invoiced amount. Cancellations made at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 12 months.

BRING  
**The Champion Negotiator®**  
**In-house**

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact **Mohsin Rahim** at [mohsin.rahim@octara.com](mailto:mohsin.rahim@octara.com) or call at **0321-2133409** for more details

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**Communication Masterclass**

June 2010, Karachi  
June 2010, Lahore

**Jeremy Parson and  
Hassan B. Rizwan**

\*Octara reserves the right to change courses, dates, content or method of presentation.

