



1 Day Conference

NEGOTIATION INTELLIGENCE (NI)



Negotiation Intelligence (NI)

In today's globally connected world, negotiation skills are more value-added than ever. Whether you're negotiating through complex business deals, resolving interpersonal conflicts, or advocating for your own interests, being skilful in the art of negotiation can empower you to achieve your goals, greater heights and build stronger relationships

Negotiation intelligence is a blend of strategic thinking, interpersonal skills, and emotional intelligence. It's also about fostering trust, building rapport and relationships, and maintaining open lines of communication throughout the process.



Key Benefits and Objectives



Enhances Understanding

Awareness of the need to foster good working rapport and relationships

Strategies

How to better position
Negotiation tactics and strategies



Practical Skills

Apply Negotiation Intelligence in work life role-plays to 'seal your learning'.

Global Trend

Understand yourself better in order to understand how to deal with others in Negotiations.



Conference Schedule

Time	Sessions
8.30AM	REGISTRATION & OPENING KEYNOTE
9.00AM	Session 1: Negotiation Landscape
10.30AM	Session 2: Rapport & Trust
11.30AM	Session 3: DISC Styles & Strategies
12.00PM	LUNCH BREAK
1.00PM	Session 4: Principles of Negotiation
2.00PM	Session 5: Putting All Together into Action
3.30PM	Session 6: Group Discussion + Q&A
4.30PM	Closing Keynote

Session Outlines

Sessions	Outlines
Registration & Opening Keynote	<ul style="list-style-type: none">• Setting the stage for a successful 1 day conference event.• Key Learning outcome.
Negotiation Landscape	<ul style="list-style-type: none">• Be purposeful• Facts and figures & Case Studies
Rapport & Trust	<ul style="list-style-type: none">• Techniques to build rapport & trust• Find common ground
DISC Styles & Strategies	<ul style="list-style-type: none">• DISC Personality Assessment
Principles of Negotiation	<ul style="list-style-type: none">• Position & Standing of both parties• Win-win Outcomes
Putting All Together into Action	<ul style="list-style-type: none">• Have empathy• Go to the Balcony & reflect
Negotiation Tactics	<ul style="list-style-type: none">• Know your BATNA• Effecting questioning & actively listening
Group Discussion + Q&A	<ul style="list-style-type: none">• Discuss & Reflect on today's teachings
Closing Keynote	<ul style="list-style-type: none">• Recap of key insights for the day

Meet Our Expert Speakers



KB Chan

CORPORATE TRAINING EXPERT

KB Chan is a Corporate Training Consultant with over 25 years of working experience in global IT sales and services MNCs/companies. He specializes in the ambit of Consultative Selling Strategies, Body Language as a Sales Tool and Customer Service Excellence amongst others.



Koay Kheng Huat

ORGANIZATION TRANSFORMATION LEADER

Founder of Elite Indigo is a passionate leader who wants to inspire others to learn & grow and make a positive impact. He has successfully organised more than 3000 high-impact workshops for the past 15 years with the help and the support from family, friends, colleagues, and clients



Conference

Thank You
For Your Attention

