

Win-Win Negotiation Skills

双赢谈判技巧

Learning Objective 学习目标

Negotiation skills are vital and the key success factors to all kinds of businesses nowadays. This training program will help you understand your own and others' negotiation styles and apply practical techniques. It will enable you to produce win-win results in various negotiation situations. By taking part in actual business case analysis and role plays, participants can experience the negotiation process from a different angle and enhance their personal set of skills.

在现今商业社会无论从事哪一种行业，谈判技巧可说是成功必须具备的基本要素。本课程引导您认识自身及别人的谈判风格，让您学习改善谈判流程和各种技巧，进而在谈判桌上达至致胜之道。课程导师会透过真实案例的分享、角色扮演，引导您参与讨论，启发您从多角度去认识最新的谈判流程与技巧。

Course Content 课程内容

- Key factors in negotiation process
- Applying various tactics and techniques to suit circumstances
- Defining negotiation issues and alternatives
- Listening and asking quality questions
- Making and getting meaningful compromises
- Breaking negotiation deadlocks
- Understanding causes of conflicts
- Strategies and process for resolving conflicts
- 谈判流程的关键因素
- 运用不同的技巧与策略应对各种情况
- 制定谈判话题与备选方案
- 如何聆听和发问
- 作出有意义的让步
- 如何解除谈判的各种障碍
- 了解冲突的成因
- 化解冲突的策略和流程

Target Group 参加对象

Suitable for those who want to enhance negotiation skills in order to achieve excellent performance in their career path

适合希望通过提升谈判能力改进工作表现的各行业人士

Schedule 时间

09:30-17:30 20 July, 2018

09:30-17:30 2018年7月20日

Location 地点

Unit 1903 Leatop Plaza, No. 32 Zhujiang East Road, Tianhe District, Guangzhou 510620

广州市天河区珠江东路 32 号利通广场 1903 室, 510620



Training Language 语言

Chinese 中文

Trainer 培训师

Mr. Alan Lee

- Worked in a prestigious multinational manufacturer as head of engineering department for 15 years.
- Has been engaged in business, quality, engineering and customer services improvement for more than 30 years.
- Was the Chairman of the Hong Kong Leadership Training Association for the years 1994 to 1997 and has been very active in the development of leadership training for the businesses in Hong Kong.
- Holds a Bachelor of Science Degree in Electrical Engineering from the National Cheng Kung University of Taiwan and a Master of Science Degree in Engineering Business Management from the University of Warwick, UK.
- 曾任职知名跨国生产型企业的工程部经理十五年，现为企业培训师及管理咨询师
- 一直致力于商务、质量、工程和客户服务的改善超过 30 多年
- 曾担任香港领袖训练协会 1994 至 1997 年度的会长并为众多企业提供高级领导能力、决断沟通与谈判技巧、变革管理、顾员发展及辅导、监督管理技巧、团队建立、销售及顾客服务等方面的指导
- 拥有台湾国立成功大学电机工程学士学位，及英国华威大学的工程业务管理硕士学位

Training Fee 费用

GCC member: RMB 1,800/seat 会员: 1,800 人民币

Nonmember: RMB 2,000/seat 非会员: 2,000 人民币

Including lecture, course materials, refreshments and lunch 含会务费、资料费、午餐费