



Pakistan Society for
Training & Development

Influencing & Negotiation Skills



Course Outline

- Defining Negotiation
- Preparing for Negotiation – use of interest zones
- Conducting Negotiation -behaviors and negotiation tactics
- Confirming and Monitoring Agreements

Methodology

- Case Studies from Best in Class Organizations
- Real Life Activities
- Practical use of Assertiveness Model
- Examples tailored to several industries including negotiation for technical and non-technical items and services

Learning Outcomes

- To learn what negotiation is and what it is not!
- To learn types of negotiations
- To learn how to prepare for a negotiation
- To learn how to enhance your personal power for a negotiation
- To learn how to deal with different human behaviours while negotiating
- To learn how to conclude and follow up a negotiation

Who should attend

All managers and staff dealing interacting with internal and external suppliers and customers, especially in purchasing and sales.

FOR REGISTRATION DETAILS PLEASE CONTACT:

Plot # TC-3, 34th Street, Off Khayaban-e-Sehar,
Phase V Extension DHA, Karachi.

Huma.alvi@pstd.com.pk
+92 322-2039799

Shahzaib.ul.mulk@pstd.com.pk
+92 321-5359737

Bring this Program In-House

This workshop can be customized to suit specific needs of your organization which may lead to significant savings and increased benefits.

Please contact
Hasnain.abbas@pstd.com.pk
+92 21 358574894



Trainer's profile:

Ahsan S. Razzaq

Ahsan S. Razzaq is currently the Managing Director of STCI. He possesses over 24 years of work experience in Supply Chain Management and Quality, Health & Safety and Environment.

Ahsan's 18 years' work tenure was with blue chip companies like Procter & Gamble, Henkel, and Olayan Financing Company.

Ahsan has provided consulting services for over 6 years to companies like Saudi ReadyMix (Supply Chain Assessment), Saudi Telecom (Procurement Department), Turk Henkel Istanbul (Supply Chain Planning), Savola Group (Supply Chain Transformation), Sunbulah Group (Supply Chain Career Path). Furthermore, Ahsan has conducted several trainings for multiple clients such as Supply & Demand Planning, Warehousing Best Practices, Smart Purchasing Skills, Influencing and Negotiation Skills, and Time & Productivity Management to name a few.

Geographically, Ahsan's 24 years' experience includes 3 years in Pakistan and 21 years in Saudi Arabia (being responsible for all GCC).

Ahsan has been engaged in several industries during the work tenure such as Fast-Moving Consumer Goods (Nestle, Mondelez, Colgate Palmolive, Coca Cola, Kimberly Clark, Olayan General Trading Company etc.), Restaurants (Burger King), Health Care, Contracting (Voltas, Olayan Descon, Olayan Real Estate etc.), Consulting (ATOS, CH2M Hill) to name a few.

Out of the 24 years of work tenure, Ahsan worked 10 years in Olayan Financing Company (OFC) at Holding Company level and established and executed Corporate Supply Chain and Corporate Quality, Health & Safety, and Environment (QHSE) role.

Payment Terms - Please deposit the course fee in advance. Kindly prepare the cheque in favor of "Pakistan Society for Training and Development (PSTD)" and address it to Plot # TC-3, 34th Street, Off Kh-e-Seher, Phase 5 Ext. DHA Karachi along with the copy of this registration form. Please note that PSTD Cancellation Policy is activated as soon as an invoice is received by the client.

PSTD Cancellation Policy - Cancellations made at least 5 working days prior to the program will be refunded 50%. If a booking is cancelled in less than 5 working days, no refunds can be given. Cancellations must be confirmed by a letter or email. Substitutions may be made at any time for the same program only. In case of the participant not showing up on the day of the training a replacement can be sent.