

INFLUENCING & NEGOTIATION SKILLS

2 DAYS TRAINING PROGRAM

TRAINING OBJECTIVES

1. To learn what negotiation is and what it is not!
2. To learn types of negotiations
3. To learn how to prepare for a negotiation
4. To learn how to enhance your personal power for a negotiation
5. To learn how to deal with different human behaviors while negotiating
6. To learn how to conclude and follow up a negotiation

SPECIFIC TOPICS COVERED

1. **DEFINITION OF NEGOTIATION** : Types of Interests, Types of Negotiation, What Negotiation is not?
2. **PHASES OF NEGOTIATION**
3. **WHAT ARE WE NEGOTIATING FOR?** : Knowing your current position using Strategic Supply Positioning, Developing Interest Zones
4. **HOW TO NEGOTIATE?** : Behavior Handling Techniques using Assertive Responsive Model, Negotiation Techniques, Negotiation Mistakes
5. **HOW TO ENSURE & MONITOR AGREEMENTS?** : Documenting Agreements, Monitoring Agreements



We interact internally as well as externally on a daily basis. We reply to emails, attend meetings, deliver presentations, and discuss issues. While doing so we try to influence others and to negotiate to get what we want - our goals. Unfortunately, most of us do this without knowingly using the techniques to handle different behaviors. Similarly, we jump right into a discussion without preparing for it. Influencing & Negotiation Skills is an extremely practical training which will help you learn how to handle different human behaviors and techniques for successful negotiations.

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**REGIONAL LEADING
SUPPLY CHAIN EXPERT**

**VETERAN CONSULTANT FOR
CORPORATE GOVERNANCE &
ORGANIZATIONAL EXCELLENCE**



Ahsan S. Razzaq is currently the Owner of STCI (www.shahzadtc.com) and Regional Vice President of BEMCON Middle East & North Africa. He possesses over 26 years of work and consulting 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 (www.pg.com), Henkel (www.henkel.com), and Olayan Financing Company (www.olayan.com). Out of these 18 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. Ahsan attained the level of General Manager Corporate Supply Chain, being responsible for the Supply Chain for over 25 companies.

Ahsan has provided consulting services for over 6 years to companies like Savola Group (Supply Chain Transformation), Sunbulah Group (Supply Chain Career Path), Saudi ReadyMix (Supply Chain Assessment), Saudi Telecom (Procurement Department), Turk Henkel Istanbul (Supply Chain Planning), 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.

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 Real Estate etc.), Oil & Gas (Olayan Descon, DHL EXEL), Consulting (ATOS, CH2M Hill) to name a few.

Ahsan holds Bachelors and Masters of Science in Mechanical Engineering from Kansas State University, USA.



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MANAGER OPERATIONS

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