

A LDI Training Course

The Art and Science of Negotiation

(Bargaining for Cooperation and Competitive Gain)

Ir. Joko Margono, MM., MBA.

Overview

This program presented in two days, provides a climate highly conducive to special problem solving, and enhances interaction.

- Visioning in negotiation dilemma
- Broad scope in business negotiation
- 3 main keys in negotiations
- Various method in negotiations
- Pre conditioning & climaxing
- Steps for reducing & manage the conflict
- How to open your negotiation
- The future shaping strategy & tactics
- Negotiation using electronic and virtual media
- How to handle specific personalities in work place and manage the difficult people
- How to manage dispute resolution
- Power negotiation with other nations and culture
- Interactive and integrated games

Benefits of Attending

- We help you to resolve conflict, improve team performance, make better agreement and improve interpersonal and learning skill.
- Generate value added transactions when negotiating with suppliers, customers, contractors, professionals, financiers and employees.
- Increase your sales revenue by moving from traditional selling to professional negotiations.
- Make win-win agreements with trade unions to ensure labor peace and stability.
- Thousands of negotiators have used this system to get profitable deals, in business and in private life.

Course Outline

DAY ONE

- Session I - The concept & Nature of Negotiation
- Session II - The element of Negotiation
- Session III - Power analysis in negotiation
- Session IV - Negotiation planning & Strategy

DAY TWO

- Session I - process & tactics
- Session II - Communications Model & Skill for Business Negotiation
- Session III - negotiation across culture
- Session IV - good negotiator characteristics

DAY THREE

- Session I - Multi party – multi issues in negotiation
- Session II - Common Mistakes & How to Avoid Them
- Session III - Thinking rationally in negotiation
- Session IV - Negotiation ethics

Who Should Attend

This program highly regarded for specific professional groups including:

- Sales personnel
- Corporate managers and supervisors
- Project managers and engineers
- Purchaser and other cost containers

Your Instructor

Joko Margono is deal maker and trouble-shooter.

He has played in crucial role for negotiating more than \$ 7 bill worth of international deals

He has more than 20 years experience creating and closing deals event as Project Leader till Managing Director of Logistics for state own enterprise.

He believes the power of negotiation and ability to harmonized the deals has never been more important.

In the past several years this world has changed significantly within unstable global economy trends, competition as power and influence of business interest making skills are most paramount and priority.

Enrollment Information

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