



# Win-Win Business Negotiation Workshop

## Win-Win 商業談判技巧互動工作坊

2nd Intake 升級版 更多情景例子分享  
Extended session with scenarios, e.g., transactional, employment, vendor negotiaion

This one-day workshop is the best start to empower you with **essential skills of negotiation**. You will **be familiarised with the negotiation process & its language** as well as **gaining practical techniques to apply these core skills** effectively.

Participants will leave with **more control and confidence in future negotiation** with a tool to create value at the table!

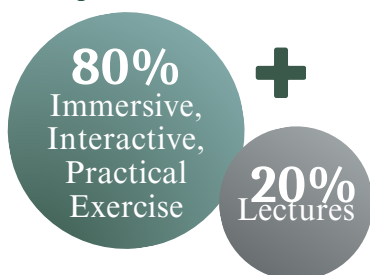


### Trainer

Mr Timothy Wong manages the operation of Scotwork East Asia. He has extensive experience in delivering **lively and engaging negotiation training**, consulting and coaching to various companies in the **Greater China region and over 60 countries globally**.



### Teaching approach



- ✓ Turn theory into iterative good practice
- ✓ Actively involving participants



### Who is it for?

- HR Practitioners & Managers
- L&D personnel
- Personnel who plan, support and execute transactional negotiations, both internally and/or externally

### Key Takeaways

- ◆ The process which underpins all negotiations
- ◆ Effective preparation for a negotiation
- ◆ How to structure the opening words of a negotiation
- ◆ How to conduct an effective negotiating dialogue
- ◆ How to trade variables effectively
- ◆ Negotiate a real case live, in teams with filmed with coached debrief



**Round 1: 9 July 2024 (Tuesday)**  
**Round 2: 5 Dec 2024 (Thursday)**  
9:30am – 5:00pm



Cantonese

CPD Hours: 6



<b>Member</b>	Non-member
<b>HK\$ 2,600</b>	HK\$ 3,600
<b>HK\$ 2,200</b>	<b>HK\$ 3,000</b>

**~15%off**  
**Early Bird Offer before**  
**11 Jun 2024 (R1)**  
**4 Oct 2024 (R2)**

**Enrol Now!**



**HKIHRM**

Units 1810-15, 18/F, Millennium City 2, 378 Kwun Tong Road, Kwun Tong, Kowloon  
(3-minute walk from Ngau Tau Kok MTR station exit A)

