



## Negotiate Like a Pro

**Date:** 18-19 September, 2019

**Venue:** Port Harcourt, River State

**Days:** 2

**Fee:** N200,000 (Covers training materials and meals)

### Programme Summary

Negotiation can make or break your career. Whichever industry, culture, or profession you are involved in, you will always need to negotiate. It is everyone's goal to win the deal, resist pressure and protect the bottom line. This requires the right skills and tactics that many of us have to learn. Reading a book or using online resources is not enough, you've got to learn by doing.

The AMSCO Negotiate like a Pro is a two day programme designed to help you improve your expertise at the negotiating table, which will lead to immense benefits for you and your organisation.

### Who Should Attend

- All middle to senior managers who need to conduct negotiations of any kind.

### Benefit

The program will help you to:

- Prepare for a negotiation
- Understand the importance of trust and reputation
- Influence others
- The importance of asymmetric information
- Understand Cultural dynamics in negotiation
- Handle difficult negotiations
- Reach an agreement

### Contact

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