

NEGOTIATION SERIES

LIVE WEBINARS AVAILABLE ON
4 MAY & 5 MAY 2020

Offering 4 Webinars to Choose From!

- Becoming a Master of Negotiation
- Mastering the Inner Voices of the Negotiation Master
- Mastering the Strategies of a Negotiation Master
- Mastering B.A.T.N.A. – Best Alternative to A Negotiated Agreement



MICHAEL TEOH
Founder & CEO of
Thriving Talents



Learning Hours:
1.5 hours Per Webinar



Fees:
MYR 350 Per Webinar
(fee is not inclusive of 6% SST)



CPE Points & CPD Hours Earned:
5 CPE Points Per Webinar
4 CPD* Hours Per Webinar
*Applicable for AICB only

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ICF COMPETENCY LEVEL

- Behavioural (People Management) - Influencing and Negotiation (Proficiency Level 3)
- Behavioural (People Management) - Communication (Proficiency Level 3)
- Behavioural (Organisation Leadership) – Stakeholder Management (Proficiency Level 3)

WHO SHOULD REGISTER?

Individuals

Executives and managers from various departments, dealer's representatives, representatives dealing in derivatives, fund managers, compliance officers

Companies

Stockbroking firms, asset management companies, unit trust management companies, Public Listed Companies, wealth management companies, investment and commercial banks.

SPEAKER

Michael Teoh

'Our Future is Negotiated and Created.' – That would sum up the life and business of The Star newspaper's Malaysia Young Entrepreneur of the Year 2019, Mr. Michael Teoh the Founder & CEO of Thriving Talents, who grasped the coveted industry award for Companies Valued Up to RM 25 Mil. The serial entrepreneur has built a successful global training company in Thriving Talents, who serve 39 of the Fortune 500 companies across 41 countries to date, and had since ventured into online learning.

He had served as a Global Advisor for Microsoft's YouthSpark initiative, and had shared the stage, speaking to both business and young leaders, with Billionaire Sir Richard Branson, Father of Social Business Prof. Muhd. Yunus and Rockstar Legend Sir Bob Geldof. He had even received a special visit from President Barack Obama during a workshop, organised by Microsoft, in which he was a Speaker & Facilitator.

Despite of facing bitter challenges during his schooling years, Michael rose up and have attributed towards his 'Negotiation and Salesmanship' skills that have gotten him opportunities to serve more people in life. During his university years, he 'Negotiated' for sponsorships to get him funded to attend leadership programmes in Harvard, Stanford and INSEAD. He 'Negotiated' to attend classes in 'Strategy' that had allowed him to become an Apprentice for the world's largest consulting firms during his university days in New Zealand, despite graduating with a Marketing & International Business degree. In fact, he fondly recalls, being involved with a high-level 'Negotiation Team' where his team raised 8-Figures funding to start a Malaysian NGO when he was 22 years old, upon his return home from overseas studies

Today, through Thriving Talents, Michael and his team manage over 30 Expert Coaches & Trainers who assist organisations in 'Attracting, Retaining, Motivating & Activating' the largest workforce – the Millennials in Sales, Business Development, Online Business, Culture-Building through Teambuilding and Productivity-Performance trainings and engagements.

Prior to his career as a global speaker, advisor and entrepreneur, Michael has worked as a Management Consultant, Outreach Strategy Director and a Brand Consultant. He was also part of the Curator's Team for Asia's most successful TEDx event, namely TEDxKL (Kuala Lumpur, Malaysia) from 2012 to 2014, where his involvement saw the branded global knowledge-sharing platform welcomed over 4,000 attendees to his events combined.

He obtained his tertiary education from New Zealand, aside from attending special educational courses in Harvard University, Stanford University and INSEAD. He is also a Board Member for various public organisations and government-linked foundations, where his knowledge about Human Capital Development and Youths are sought after.

WHAT WILL YOU LEARN?

Becoming a Master of Negotiation

Outline

- Understanding key negotiation concepts
- The winning criteria of a master negotiator
- Self-emotional control with the 3s
- Soft negotiator vs. Hard negotiator vs. Principled negotiator

Objectives

Upon completion of this programme, participants will be able to:

- describe the key negotiation concepts of a master negotiator
- discuss the criteria of a master negotiator
- recognise the self-emotional control and compare between hard versus soft negotiation

Recommended Learning Hours: 1 hour / 5 CPE points / 4 AICB CPD Hours (Pre & Post Assessments)

Mastering the Inner Voices of the Negotiation Master

Outline

- Having different perspectives & approaches towards negotiation
- The choices of our focus in negotiation
- 5 levels of listening for negotiations
- The 3 degrees of active listening
- The types of prompting questions in negotiations

Objectives

Upon completion of this programme, participants will be able to:

- examine the different perspectives & approaches in negotiations
- deliberate the levels of listening for negotiations and degree of active listening
- construct types of prompting questions in negotiations

Recommended Learning Hours: 1.5 hours / 5 CPE points / 4 AICB CPD Hours (Pre & Post Assessments)

Mastering the Strategies of a Negotiation Master

Outline

- 6 human hot buttons towards psychological persuasion
- Peer to peer role-plays

Objectives

Upon completion of this programme, participants will be able to:

- describe the strategies of a master negotiator
- discuss the human hot buttons towards psychological persuasion
- demonstrate an understanding of the psychological persuasion through peer-to-peer role play

Recommended Learning Hours: 1.5 hours / 5 CPE points / 4 AICB CPD Hours (Pre & Post Assessments)

Mastering B.A.T.N.A. – Best Alternative to A Negotiated Agreement

Outline

- Case study analysis
- Understanding B.A.T.N.A., developing B.A.T.N.A. and evaluating B.A.T.N.A.
- Applying B.A.T.N.A. – developing your B.A.T.N.A. pitch to a negotiation

Programme Summary

- Summarizing key learning outcomes
- Last reminders of the master negotiator
- Lesson ends

Objectives

Upon completion of this programme, participants will be able to:

- define the Best Alternative to a Negotiated Agreement (BATNA)
- develop and evaluate BATNA to reach the desired outcomes and solutions
- apply BATNA in developing a negotiation pitch

Recommended Learning Hours: 1.5 hours / 5 CPE points / 4 AICB CPD Hours (Pre & Post Assessments)

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