

Strategic Negotiations for Effective Results



About us

Who we are

The Centre for Continuing and Professional Education (CPE) was established in 1999 to provide continuing professional education and lifelong learning opportunities for University's staff, students, alumni and the public. As part of TAR UMT's commitment to continuing education and lifelong learning, CPE is entrusted with designing, developing and delivering various activities, workshops and programmes to meet the diverse learning needs of multiple parties.

About This Training

This 2-day programme provides middle managers and engineers with a practical negotiation framework to develop meaningful and long-lasting relationships with prospective stakeholders from within and outside the organisations. The programme is organised around practical and realistic negotiation exercises.



Date and Time

6 - 7 March 2023
Monday to Tuesday
9 AM to 5 PM



Training Venue

TAR UMT
Jalan Genting Kelang, Setapak
53300 Kuala Lumpur



Trainer

Mr. Nagappan N. Andiappan

COURSE CONTENTS



STRATEGIC NEGOTIATIONS DYNAMICS

STAGES OF SUCCESSFUL
NEGOTIATIONS



THE POWER OF PREPARATION

THE ART OF
NEGOTIATING



ENHANCING CONFIDENCE, TRUST AND RAPPORT

NEGOTIATION CASE
STUDIES, ROLE PLAY &
ACTION PLAN

Introduce our Trainer

Nagappan N. Andiappan

Mr. Nagappan has more than 26 years of hands-on experience in education and training, trained a vast number of business and technical professionals, lecturers, students, and parents in a variety of areas. His mission is to train, educate, motivate and empower individuals, teams and organizations to achieve excellence. Nagappan's training specialty includes a broad spectrum of soft skills. He is the author of "The Negotiating Edge: Strategies to create a win-win outcome."

He is a Certified Facilitator for SDI (Strengths Deployment Inventory), USA, a Certified Facilitator with Development Dimensions International (USA), a Certified Trainer for Manulife's Change Management Workshop (Global Version), a Certified NLP Practitioner with the IANLP (International Association of NLP, Australia), and a Certified Trainer by the Human Resource Development Corporation (HRD Corp).



Click/Scan
for enquiry



Contact Us



Centre for Continuing and
Professional Education

+603-4145 0170
+601110758530 (whatsapp)

training@tarc.edu.my
<https://www.tarc.edu.my/cpe/>

Strategic Negotiations for Effective Results

Venue: TAR UMT, Jalan Genting Kelang, Setapak, 53300 Kuala Lumpur

Date: 6 - 7 March 2023 (9.00 am - 5.00 pm)

REGISTRATION FORM



CENTRE FOR CONTINUING & PROFESSIONAL EDUCATION

Fees: Public RM 795.00 per participant (inclusive of 6% Service Tax) TAR UMT Student/Alumni RM 636.00 per participant (inclusive of 6% Service Tax)

The Manager

TARC Education Foundation (1033820M)

Tunku Abdul Rahman University of Management and Technology (TAR UMT)

TEL: 03-4145 0170

Email: training@tarc.edu.my

Dear Madam / Sir,

Please register the following participant(s) for the above programme: (To be completed in BLOCK LETTERS)

1 Name :	IC No. :	Nationality :
<input type="text"/>	<input type="text"/>	<input type="text"/>
Email:	Mobile No. :	Designation :
<input type="text"/>	<input type="text"/>	<input type="text"/>
2 Name :	IC No. :	Nationality :
<input type="text"/>	<input type="text"/>	<input type="text"/>
Email:	Mobile No. :	Designation :
<input type="text"/>	<input type="text"/>	<input type="text"/>

(If space is insufficient, please attach a separate list)

Disclaimer

Registration is on a first-come-first-served basis. All cancellations must be made in writing. Cancellation made 14 days or more in advance of the workshop date will receive full refund. Cancellations made thereafter will be subjected to a cancellation fee of 50% of the workshop fee. All fees are payable in the event of non-attendance of any registered participant(s) or the overall attendance falls below 75% of total workshop hours. Replacement(s) can be accepted at no additional cost if notified 24 hours prior to the commencement of the workshop. The Tunku Abdul Rahman University of Management and Technology reserves the right to change the speaker, reschedule or cancel the workshop and all efforts will be taken to inform participants of the changes.

We hereby confirmed that (please tick accordingly):

We will be claiming under **HRD Corp Claimable Course** and full payment would be made to Tunku Abdul Rahman University of Management and Technology in the event that no disbursement from **HRD Corp** under any circumstances.

We will **NOT BE CLAIMING** from **HRD Corp**. Payment will be made to account payee TAR UMT by cheque or bank transfer to Public Bank Account No. 3 1 8 1 5 6 4 1 1 3. Kindly submit your payment remittance to training@tarc.edu.my together with this registration form.

Submitted by

Name :	Designation :	Department:
<input type="text"/>	<input type="text"/>	<input type="text"/>
Email :	Telephone No. :	Mobile No. :
<input type="text"/>	<input type="text"/>	<input type="text"/>
Company Name:	Company Registration No. :	
<input type="text"/>	<input type="text"/>	
Company Address :	Company Stamp & Signature :	Date :
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