

AUC

PARTNER IN TRANSFORMATION



**CAPTURE
VALUE THROUGH**

**STRATEGIC
NEGOTIATIONS**

Why You Need to Attend:

This workshop is for senior management of an organization, who are responsible to negotiate within and outside organization. Strategic Negotiation workshop is a blend of face-2-face and online learning experience. It will guide participants to assess the emotional and social environment and adjust their strategies to negotiate successfully. Unlike traditional definition based and/or international case studies base events, workshop will provide guidelines to develop psychological insights and practical skills to negotiate effectively and consistently.

How You will be Engaged:

STEP 1

Watch the preworkshop video. Identify the problem and person to negotiate.

STEP 2

Attend the workshop (i.e. Face-2-Face, Online, and/or On Demand). Compare your prework with workshop work.

STEP 3

Review the guidelines. Practice negotiation with different stakeholders and audit your progress.

STEP 4

Measure your success against the given criteria. Share your experience with AUC.

What You will Gain:

- Understanding of Negotiation Style with Winning Value of Each Party
- Assessment of Emotional State of Negotiator with Cultural and Personal Belief System
- Resolve Complex Issues with Identifying the Anchors
- Address Hidden Agendas with Guidelines to Build Synergies
- Navigate Power Hubs with Framework to Assess Organization Culture

Why with AUC:

- We are in a Business of Transformation
- We Teach What We Do
- We Provide Global Knowledge with Local Contexts
- We Prioritize Context Over Content
- We Will Challenge Your Assumptions
- We Will Create an Experiential Learning Environment
- We Will Make You See Things Differently
- We Will Provide You Tools for Implementation
- We Will Provide You Criteria to Measure Your Success
- Our Success Depends on Your Success

WORKSHOP AGENDA

SESSION 1 - TIMINGS: 9 AM – 10:30 AM

Negotiate the Value

This session will cover

- Value of Winning
- Negotiation Styles
- Exercise: Integrative Negotiation Strategy

This session will help participants to understand their negotiation styles and guide them to use integrative negotiation strategy to reach a win-win situation.

SESSION 2 - TIMINGS: 11:00 AM – 12:00 NOON

Negotiate the Personality

This session will cover

- Assess the Emotions
- Identify Cultural & Personal Belief
- Exercise: Measure Interest and Tradeoffs

This session will guide participants to understand the internal emotions and beliefs of the individuals and empathize it for making further progress.

SESSION 3 - TIMINGS: 12:00 NOON – 01:00 PM

Negotiate Multiple Issues

This session will cover

- Understand the Complexity
- Identify the Anchor
- Exercise: Possibility Prioritization

This session will present a framework to understand problem complexity and identify multiple dependent variables to solve them by finding the anchoring problems.

SESSION 4 - TIMINGS: 02:00 PM – 03:30 PM

Negotiate the Negotiators

This session will cover

- Establish Order
- Manage Status and Power
- Exercise: Identify Multiple Agendas

This session will guide participants to find multiple agendas of parties involved in the negotiation and how to build synergies that everyone should focus on core objectives.

SESSION 5 - TIMINGS: 04 PM – 05:00 PM

Negotiation with Organization

This session will cover

- Understand Cultural Values
- Navigate Power Hubs
- Exercise: Informal Problem Solving

This session will discuss role of organizational structural and cultural values with power hubs and guides them to navigate towards common objectives.

TRAINER PROFILE



Lead Trainer and Mentor

Asad Ullah Chaudhry

PgMP, PMP®, ACP,

Scrum Master, Project+

Alumni - University of Oxford

Asad Ullah Chaudhry, an Oxford graduate, Masters from Stanford University, and a long term PgMP®, PMP®, and ACP® practitioner.

He currently runs a project-focused consultancy and training company, AUC (Pvt.) Ltd; an innova-

tive company: coaching more than a score of organizations. He has also trained more than 10,000 project management professionals.

Asad possesses diversified experience in Strategic Management, Design Thinking, Portfolio Management, Change Management, Information Technology, Business Process Redesign, and Supply Chain Management. He has a particular and cherished association with strategy execution through project management.

Asad is working with organizations to align strategies with initiatives, Portfolio Management, Project and Program Management Office (PMO) Setup, Technology Evaluation, and Project Implementations. He has successfully worked on many initiatives, including: Setting up Portfolio Management Office in Pakistan Air Force, Implementing Project Management Office in Meezan Bank, ERP Project Implementation for Burque Corporation, ERP Project Planning and PMO Setup for Pakistan Army, Core Banking Project Implementation and PMO Setup for National Bank of Pakistan, PMO Setup for Jaffer Brothers, PMO setup for Kalsoft, and PMO Setup for Emmaculate.

As a facilitator, he has more than 300 international events, to his credit, in four continents, the Americas, Europe, Africa and Asia. He uses an innovative corporate case study based approach to transform organizational projects.

Globally, he has contributed to PMI's Standard for Portfolio Management and PMO Awareness, - which led to him being selected as one of the 25 global leaders for "Masters in Leadership Program".



For Registration:

Muhammad Faheem

Business Development Manager

Cellphone: +92 331 2491974

Land Line: +92 21 34370117

Email: faheem@auctechnologies.com