



Negotiation Skills for Engineers

This course aims at providing participants with an overview of interest-based negotiation skills. Through real life examples in engineering context, participants will grasp the essential factors of successful negotiation in engineering contractual and commercial context.

Course content

- The basic interest-based negotiation theories.
- The skills in exploring options for mutual benefits of the negotiation.
- The use of objective criteria.
- The process of dealing with subjective people and objective problems.
- The identification of common bullying and gorilla tactics in negotiation and the method of dealing with such tactics.

course details

Course code	M549C/HK-08A
Date	16 August 2021
Time	2 p.m. to 5 p.m.
Course Fee	HK\$1,500
Language	Cantonese with English Material
Venue	19/F., K. Wah Centre, 191 Java Road, North Point, Hong Kong



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