APPENDIX D

TEMPLATE SESSION PROFILE & SYNOPSIS

SPEAKER'S PROFILE

Introduction

Fred Flintstone turned down the invitation of partnership in one of the world's largest auditing firms. As a young father, he opted instead for the learning and lifestyle option of setting up and running the Asian office for the same UK based organisation development consultancy which he had worked with as a client in Hong Kong and Singapore.

Work Experience

Success in this endeavour then led Fred to create his own firm called Rock Leadership Inc. which in due course added specialisations in negotiation and business development to his already recognised organisation development and change management services previously established.

Education

He studied for his Masters degree in Oxford, U.K.

Recognition

Having become particularly recognised for his work as a facilitator and negotiator Fred spent the last 15 years training and consulting to leading organisations around the world (US, Canada, Caribbean, UK, EU, throughout Asia & Australia).

Style

As a "reflective practitioner", Fred aims to learn from every engagement and shares his insights with his clients through regular speaking engagements, publications and train the trainer.

Personal / Family (Optional)

When not busy with client engagements Fred devotes his time to his three teenagers, community and family pursuits.

SYNOPSIS

Advanced Negotiation Skills: Cut Costs, Increase Revenues and Implement Change

Learning Track :

Overview

Amidst the changes necessitated by the current recession HR professionals are being asked to cut headcount, scrap programmes and restructure entire organisations. Making your plan and executing is simplistic because as you know you face opponents every step of the way. In this workshop we will share negotiation insights that will help you succeed in reaching optimal outcomes with your counter-parties and be able to better handle resistance, opposition and even conflict should it arise. This workshop is a must for every HR professional aiming to influence their organisation and a great chance to experience the content firsthand before running a train the trainer programme in their organisation.

Areas Covered in Session:

1. Negotiation best practices
2. Using tactics to surface and priorities the issues
3. Establishing the measure and range for key issues
4. Preparing your 3 offers
5. Exchanging concessions leading to optimal outcomes

Session Style:

- ☐ Workshop
- ☐ Paper Presentation
- ☐ Experience Sharing
- ☐ Case Study