



A Spotlight on Negotiation shanghai breakfast

consider negotiation as a fundamental skill

The economic conditions in 2009 tell us it won't be 'business as usual'. We're already feeling the effects.

However you choose to respond, *how you negotiate* will be a core skill for renegotiating terms of trade.

Many negotiators are self-taught, and many are familiar with key concepts. When was the last time you had feedback on what actually happened in your last negotiation?

So how are people in Shanghai managing negotiating styles and tactics? This breakfast event will draw your attention to three key stepping stones:

- planning your negotiations,
- building both shared and competitive interests, and
- unlocking new information.

ens facilitator

Tony Monaghan is an experienced business executive and negotiations strategist. He is an Organisational Psychologist and Executive Coach who consults to multi-national organisations across Asia Pacific.

about ens international

ENS International is a world-wide consultancy specialising in negotiation and influencing. The acclaimed ENS method has been successfully applied for over 30 years in more than 50 countries. Our clients include some of the world's largest companies.

www.negotiate.org

our approach

This ENS session is designed to stimulate your thinking about how you and your organisation will conduct your negotiations in the current climate.

Everyone is busy, which means it's easy to skip preparation time, it's easy to simply drive your own needs, and even easier to 'cut to the chase', not 'play games', and fail to learn anything new about your clients or suppliers.

In a climate of change, there has to be new information out there. Will your usual style get you the results you need? Perhaps we need to slow down to go faster – what would help you?

this event is a joint initiative of



please see next page for:

date and location • how to register • contact information



how can we work together?

why talk about negotiation?

None of us know everything, nor how to solve everything, or how to approach challenges without a previous frame of reference.

We believe that negotiation is a fundamental skill for success, and we want to help you meet your challenges and achieve that success.

We are familiar with the leadership culture within companies. But what about the negotiation culture?

Have you considered using an occasional 'second-head', *someone with relevant experience to expand your insight* for challenges you face as a negotiator?

Consider the value of an independent and objective sounding-board.

Someone who can help you expand options, sharpen decision making and *increase tactical approaches to negotiations*.

How might an exchange between you and a respected peer or mentor assist you in dealing with the pace, complexity and high level of responsibility your position brings?

Door prize: one attendee will receive a free two-hour negotiation consultation for themselves or anyone within their company.

date and location

Tuesday March 10

7.00am start for 7.30 – 8.45

Mannhart Consultants

Room E 9F Peakway Tower 2

Lane 600 Tianshan Road Changning District
Shanghai 200051

上海天山路600弄2号
新虹桥捷运大厦9楼E座

Breakfast provided

Seats are limited
Fee: ¥100 (to be paid at the door)
RSVP by 6 March

[click here to register](#)

for more information, please contact us:

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