

Singapore Institute of Materials Management

WSQ DEVELOP NEGOTIATION SKILLS AND TECHNIQUES (DNST)

with SSG Funding (*Up to \$800 funding*)*

□ **Course Objectives**

The course will allow companies and learners to:

- a. To develop on-going business partnerships through building good rapport and developing trust by delivering on promises
- b. To improve interpersonal skills set.
- c. To develop EQ intelligence management for preparation of negotiations.
- d. To review cost benefit impact analysis
- e. To understand collaborative nature of negotiations skills.

Why Learn Negotiation?

- a. **Negotiation Skill Set:** The importance of developing on-going business partnerships through building good rapport and developing trust by delivering on promises.
- b. The organization's complex interests can be simplified having executives who are skilful in negotiations to ensure successful implementation of the project.
- c. A well-trained negotiator can help a company save costs and bring value to the table for all stakeholders.
- d. In situation whereby interests that conflict with individuals and companies, a strong negotiation party can help to reduce conflicts.

□ **Who Should Attend**

Marketing Managers, Marketing Executives, Senior Purchasing Agents, Senior Buyers, Buyers, Purchasing Managers, Logistics Executives, Finance Executives and other personnel striving to improve upon their fundamental negotiating skills and techniques.

□ **Entry Requirement**

Participants should complete secondary education. Those who do not meet the entry requirement may be considered on a case-by-case basis.

□ ***DNST Programme Coverage***

The DNST course consists of 5 sessions with total 16 hours of classroom training hours.

Participants will learn the following:

- Objectives of Negotiation
- When to Negotiate?
- The Negotiation Process
- Five Powerful Preparation Activities
- Face-to-Face Discussion with Body Language application
- Online Negotiation
- Characteristics of a Successful Negotiator
- Techniques in negotiations include BATNA principles.
- Negotiating for Price
- Emotional Intelligence (EQ) for collaborative techniques
- Cost Benefit Analysis
- E-Learning Platform

(a) Funding Remarks:

Course fee: \$900,

Course fee: \$900 - \$800 (funding) = **\$100.00** (highest funding with conditions)

SIMM will need to check with SSG for the funding status upon online application.

□ [Fees \(SSG/WSQ certificate with funding\) only for Singaporean/PR](#)

A: Course Fees for INDIVIDUAL Payment more than 40 years old

Certificate awarded by SSG/WSQ

Course	Full Fee	Funding >40 yrs old	Nett Fee*	CM Fee	Total Fee	SFC-\$1K Nett payt
Negotiation	\$900	\$800	\$100	\$45	\$145	\$0

CM Fee = Course Materials fee SFC= SkillsFuture Credit (Personal=\$500/\$1K)

B: Course Fees for INDIVIDUAL Payment less than 40 years old)

Courses Fees for Individual payment (Singapore Citizens/PR)

Certificate awarded by SSG/WSQ

Course	Full Fee	Funding <40 yrs old	Nett Fee	CM Fee	Total Fee	SFC-\$1K Nett payt
Negotiation	\$900	\$240	\$660	\$45	\$705	\$0

CM Fee = Course Materials fee SFC= SkillsFuture Credit (Personal=\$500/\$1K)

C: Course Fees for SME (Company Sponsored)

Certificate awarded by SSG/WSQ

Course	Full Fee	Funding for SMEs	Nett Fee	Course Materials Fee	Total Fee
Negotiation	\$900	TBA UEN needed	\$100 or \$660	\$45	\$145 (SG) or \$705 (PR)

For MNC sponsored application, contact SIMM at <tel:66531233>/ Wapp:98184211

D: Company absenteeism payroll funding: Company can apply for absenteeism payroll funding between **\$50 to \$128** ([conditions apply](#))

Refund of Fees: Notice of withdrawal must be given according to the terms stated in the Terms and Conditions for enrolment. **Cancellation:** SIMM reserves the right to postpone/cancel the course due to unforeseen circumstances.

- ❑ **Award of Certificate from SSG/WSQ (with funding)**
To achieve the award of Develop Negotiation Skills & Techniques, candidates must pass assessment test and attend at least 75% of the sessions.

Title of award from SSG: **Business Negotiation**

Web link to SSG website: <https://tinyurl.com/2v6n74sk>

Develop Negotiation Skills and Techniques

TGS-2021005403

 SkillsFuture Credit

SINGAPORE INSTITUTE OF MATERIALS MANAGEMENT
UEN/Foreign Entity Number: S80SS0146D

Full Fee ⓘ	Nett Fee ⓘ
\$ 900.00	\$ 660.00

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Course Objectives

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- To develop emotional intelligence management for negotiation skills development.
- To review cost-benefit impact analysis in negotiation.
- To understand collaborative nature of negotiations skills.

Award of Certificate from SIMM

To achieve the award of Certificate in **Develop Negotiation Skills and Techniques** awarded by SIMM.

- ❑ **Enquiries**
For more information, please **WhatsApp: +6598184211**

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