



Course Code: TGS-2023020567

WSQ - Unlocking Business Potential with Strategic Negotiation Tactics

Funding Available: WSQ SkillsFuture Credit PSEA UTAP SFEC Absentee Payroll MCES

COURSE INFORMATION

Sessions 2 days	Duration 16 hrs	Level Beginner	Assessment 2 hrs
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VENUE
 12 Woodlands Square #07-85/86/87 Woods Square Tower 1, Singapore 737715. 5 mins walk from Woodlands (NS9) MRT station.
 The venue is disabled-friendly.

WHAT'S THIS COURSE ABOUT

- Topic 1: Preparation for Negotiation
 - Identifying your negotiation outcomes and the importance of negotiation
 - Knowing the context of negotiation and Identify roles and responsibilities
 - Understanding negotiation styles with consideration on social and cultural differences
 - Preparing relevant background information and plan your negotiation
- Topic 2: Negotiation Tactics
 - Opening offers and tactics on dealing with difficult people
 - Listening and building empathy
 - Anchoring and framing techniques for mutual...

WSQ FUNDING

Full Fee S\$750.00 Before GST	GST S\$67.50 9% of fee
Baseline Nett S\$442.50 SG/PR age 21+ · 50% funded · incl. GST	MCES / SME Nett S\$292.50 SG age 40+ · 70% funded · incl. GST

CERTIFICATION

- **Certificate of Completion from Tertiary Infotech** - Upon meeting at least 75% attendance and passing the assessment(s), participants will receive a Certificate of Completion from Tertiary Infotech.
- **OpenCerts from SkillsFuture Singapore** - After passing the assessment(s) and achieving at least 75% attendance, participants will receive an OpenCert (aka Statement of Achievement) from SkillsFuture Singapore, certifying that they have achieved the Competency Standard(s) in the above Skills Framework.

REGISTRATION

<https://www.tertiarycourses.com.sg/wsg-unlocking-business-potential-with-strategic-negotiation-tactics.html>



SCAN TO REGISTER

SUPPORT

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