



المركز الطبي الدولي
International Medical Center



الأكاديمية
The Academy

NEGOTIATING AGREEMENTS



Tue-Wed, August 30-31, 2022

6:00 pm - 9:00 pm

Online Session via  **zoom**

 **FREE REGISTRATION**
 **AUDIENCE: IMC STAFF**

Scan to Register or click the link



<https://www.imcacademy.net/signup>



Objectives:

In this tough – no nonsense seminar, participants learn and work with some of the most effective techniques used by today’s outstanding negotiators. It helps participants to:

- Recognize their strengths and weaknesses and know where they stand as a negotiator.
- Understand the Four Phases process of Negotiation.
- Plan to win. Develop an effective plan and strategy for any negotiation-the how and what to prepare for a good battling average’ at the encounter.
- Choose the right time and the right tactic – using their strengths where and when it counts at the bargaining table.
- Play for a win-win situation, “If you want to gather honey, don’t kick over the beehive” ~ Dale Carnegie.
- Develop an ongoing improvement plan for future negotiations

For Further Information, Registration & Payments:

Please feel free to contact us at below listed details, it will be our pleasure to serve you from Saturday to Thursday, 8am - 5pm.

Ms. Reem Khayat

IMC Academy Staff Training & Development Specialist

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- Certificates of attendance will be received through Academy System
- 10% discount for all the Silver Membership Card holder

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The Academy, Internal Medical Center



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