
PROFESSIONAL PERFORMANCE DEVELOPMENT EVENT
AN EXCLUSIVE INVITATION



Negotiation Power Coaching

FOR

HUMAN RESOURCES



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogieurope.com

WEB: www.ogieurope.com



SENIORITY

- 1 specialists
- 2 managers
- 3 senior managers
- 4 directors
- 5 c-level executives

SENIORITY	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
ENTERTAINMENT	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
COACHING	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
CUSTOMIZABLE	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>
INVESTMENT	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>

This special event is designed exclusively for senior HR executives who want to take their skill levels to higher levels. This is not a "teaching" event, but an intense workshop for participants to experiment, share and test strategies, tactics, techniques or just practise with other professionals.

YOU & THE YEAR AHEAD

You will face multiple situations where being able to use unique negotiation skills will help you navigate safely through.

- **buying** services (catering, security, pay, IT systems & recruitment & consultants)
- **selling** internal services within your organisation
- **managing conflict** between individuals
- **mediating** and interdepartmental communication
- **negotiating** pay, salary, change, productivity
- **influencing** trade bodies and much more

This training will help you reach better results and have a less stressful year.



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogieurope.com

WEB: www.ogieurope.com



Your Power Coach

His experience comes from working at Board level for a world-class multi-site international business as an Industrial Relations Expert and Trouble Shooter. He has led large professional teams covering a variety of significant high level negotiations often in highly complex situations - Mergers, Takeovers, Enabling Agreements for New Sites and Technology Introduction, Plant Closures, Productivity Deals and major Procurement Contract Negotiations. He pioneered 24 / 7 shift arrangements in the UK; introduced long term stability deals (2 & 3 year pay deals) and in the last 18 months has been helping Company Boards secure investment and contracts through special consultancy projects.

He uses a fascinating range of proven and trusted techniques developed and polished over the past 30 years. It all began because of the appalling lack of genuinely experienced negotiating trainers to work on major projects in the 70's. He does not look for the quick fix; but rather a deep understanding of the subject and the pursuit of sustainable improved performance. He has extensive commercial experience having worked with top buying teams in retail, professional selling and international buying teams in FMCG, major contract negotiators in IT and construction and management boards in leading global manufacturing companies.

FEW EXAMPLES OF COMPANIES HE HAS WORKED WITH



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogieurope.com

WEB: www.ogieurope.com



We'll Cover Tactics for

- Managing Change – Overall team strategy – Leadership issues for HR in dealing with Line Managers – Understanding strengths of personalities to use for the selection of most effective negotiating teams
- Preparation for wage / salary negotiations
- Gaining commitment
- Buying services – understanding real priorities when setting objectives for selecting and negotiating with suppliers (eg. IT systems, training services, payroll, security, catering)
- Understanding and managing conflict
- Setting agenda and controlling process
- The power of taking the initiative by making specific proposals
- The power of confidence (or appearance of)
- "Being seen to negotiate"; Making the other side "work" for a deal

LIMITED TO

16
SEATS



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogieurope.com

WEB: www.ogieurope.com



Dates &

Locations

MOSCOW

11-12 April
2018

BUDAPEST

10-11 May
2018

REQUEST FULL BROCHURE >



ENABLING
SMARTER
DECISIONS

OGI EUROPE KFT. 1016 BUDAPEST HEGYALJA ÚT 7-13. HUNGARY

TEL: +36 1 408 8189

EMAIL: inquiry@ogjeurope.com

WEB: www.ogjeurope.com