

China Ready Programme

Business Negotiation

Introduction

Business Negotiation is a course for participants who are proficient in Mandarin but wanting to learn how to effectively negotiate with their Chinese counterparts in the business context.

Besides equipping participants with the necessary negotiation skills, this course also covers strategies and psychological tactics in negotiation to elicit favourable response from the Chinese counterparts.



Course Objectives

Upon completion of the programme, participants will gain more insights in the following areas:

- Manage the opening and closing of a negotiation
- Adopt various strategies and psychological tactics to apply in Chinese negotiation
- Understand Chinese business and social etiquette
- Differentiate between Singapore and China Mandarin
- Apply appropriate strategies to elicit favorable responses
- Understand “what is right” and “what is best”
- Response to typical communication obstacles and solutions

SCCI/OB reserves the right to cancel or postpone the course, change the trainer and venue due to unforeseen circumstances. Please refer to our website for further details: www.sccioob.edu.sg

Entry Requirements

Minimum C6 pass in GCE ‘O’ Level Chinese or equivalent.

Target Participants

Professionals, Managers, Executives

Assessment & Certification

Participants who fulfill at least **75%** of attendance and pass the end-of-course assessment will be awarded **Certificate of Proficiency**.

TA - TA Hub Campus

PP - City Campus

Schedule

Date: 29 August 2018

Day: Wednesday

Time: 9:00AM – 6:00PM

No. of Sessions: 1 (Full Day)

Venue: **PP**

Closing Date for Registration

7 days before class commencement

Total Training Hours: 8 Hours

Course Fees (With GST)	\$342.40
Funding Amount* (Up to 90%)	\$288
Nett course fee payable (With GST)	\$54.40

**Terms & Conditions Apply*

For registration and enquiries,

Contact Person: Jessie Lee

Tel: 6505 3850 / 6334 1080

Email: jessielee@sccioob.edu.sg

SKILLSfuture SG

TA Hub Campus

9 Jurong Town Hall Road
#04-10 Trade Association Hub
Singapore 609431

City Campus

111 North Bridge Road
#06-05/06 Peninsula Plaza
Singapore 179098