

HKIHRM Negotiation Workshop

Creating Value & Building Trust through Negotiation



31 March 2026 (Tuesday)
9:30am – 4:00pm
CPD Hours: 5.5



Member HK\$2,600
New Member HK\$3,845
(Inclusive of new membership joining fee)



Cantonese with English materials



This one-day workshop equips participants with **practical negotiation skills** to create value, build trust, and negotiate with greater confidence.

Participants will learn a clear negotiation process, preparation tools, and techniques that can be applied immediately in real workplace situations.

Participants will learn how to:

- ✓ Distinguish clearly between **persuasion and negotiation**
- ✓ Understand the **core process** that underpins all effective negotiations
- ✓ Prepare a structured **negotiation agenda**
- ✓ Conduct confident and effective **negotiation dialogues**
- ✓ Craft **value-creating proposals** that benefit both parties
- ✓ Practise a **live team-based negotiation** case, including filmed role-play and coached debrief

Enrol Now



Target Audience:



- HR Managers
- L&D Professionals
- Professionals involved in planning, supporting, or executing negotiations (internally and/or externally)

Trainer

Timothy Wong

Managing Director, Scotwork East Asia

- 15+ years' experience delivering negotiation training globally
- Clients across Telecom, Finance, FMCG, Pharma, Retail, Engineering, Aviation, and more

