IHRM Academy

Scotwork since 1975

Learning & Development Skills

HKIHRM Negotiation Workshop

Creating Value & Building Trust through Negotiation

13 Oct 2027 (Wednesday)
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 effective negotiation dialogues to **build Trust**
- Craft **value-creating proposals** that benefit both parties
- Practice **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

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