

K-One Newsflash

27 July 2016

Staff Training and Development ~ Effective Business Negotiation Skills

Negotiation is vital for an organisation's effectiveness. Where negotiation is applied effectively in business activities, it acts as a catalyst to facilitate the continuance of competitive advantage. The K-One Group believes all thriving organizations and businesses require people who can negotiate well.

On 22 July 2016, fifteen staff from the K-One Group attended the "Effective Business Negotiation Skills" training at the SQC Management Training Centre in Ipoh, Perak. The objective of the training serves to equip our K-One Group staff with an understanding of the principles of negotiation, learn savvy negotiation techniques and applying them effectively, in order to become more confident, assertive and motivated to achieve win-win outcomes.



Our project management and materials team beefing up their negotiation techniques

The training session was facilitated by Mr. Loghandran, a performance improvement consultant with SQC Management who has over 27 years of experience as a management staff and training cum development specialist in the banking industry, specifically in Corporate Credit, International Trade and Operations. His consultancy work also entails being a business advisor to the IT re-engineering team in numerous banks and corporations.

During the training, our staff learnt of various negotiation personalities and styles, preparations for successful negotiations, how to negotiate under pressure and the essentials of reading body language to achieve better negotiation position. As the Group constantly seeks ways to increase business revenues and margins whilst reducing costs, honing these pertinent skills are helpful to bolster our staff's competencies in achieving win-win outcomes relating to business contracts and supplier terms.

The art of effective negotiation contributes to business growth as well as consolidation of the organisation's position. As K-One competes on a global platform, the international nature of our business calls for our staff to be able to negotiate effectively, more so the additional skills to negotiate across international cross-cultural context. Most importantly, having the competency to negotiate and close successful business deals, create and maintain successful relationships and forge strategic business partnerships maximize the Group's business growth year on year.



Thumbs up to an eventful day of training