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Experts share negotiation tips with locals

By **Zasika Musdi**

A WORKSHOP on "Skills for Technology Negotiations" was yesterday held at iCentre, Berakas.

On hand to conduct the course was Marcel Mongeon, the founder and director of Mongeon Consulting Inc.

The objectives of the workshop were to help the participants understand the importance of negotiator-negotiatee relationship, measure negotiations in order to improve the process, and how to get out of difficult situations or deadlocks.

According to Mongeon, "We negotiate to solve or reduce conflict... There are

generally three things that we negotiate about: goods and services; feelings; and behaviour".

He also noted that the major defects of negotiations include: leaving money on the table; settling for too little; walking away; settling for worse than your alternative; and believing things cannot be negotiated.

Ineffective negotiating habits, he said, are poor preparation, not understanding your alternatives, not able to handle uncertainty or lack of control, impatience, revealing too much, zero-sum thinking, the need to be "liked", and not using experience to improve.

Meanwhile, over 20 people took part in the workshop, which employed the negotiation theory and simulations pioneered by Harvard University in the United States.

LEFT: Marcel Mongeon conducting the workshop