



West African Institute For Financial And Economic Management (WAIFEM)

In collaboration with

ENERFINANCE PARIS, FRANCE

Presents

A Three Days Intensive Training Course on Negotiation Techniques

Keynote Address: The Hon. Justice Adesola Oguntade, CON, CFR
(Retired Justice of the Supreme Court of Nigeria)

Theme: **ADVANCED COMMERCIAL NEGOTIATION TECHNIQUES AND PRACTICES**

VENUE: WAIFEM, CBN Resource Centre, Satellite Town, Lagos, Nigeria

Date: May 23 – 26, 2017

LEAD FACILITATORS: Prof. Josse Roussel & Prof. Chris Odozi

Introduction

The power of negotiation in modern business environment and by extension the global world is no doubt imperative in impacting challenges; and involving strategies to make deals and resolve conflicts applicable to a range of industries, institutions and other professional services.

The course is designed to expose participants to advanced innovative analysis of the causes of conflict and the uses of negotiation to assist resolution. The training is a highly participatory exercise where participants will have a feel of successful negotiator styles and strategies; key barriers, common mistakes and practices in the field of negotiation.

Broad Themes

The following broad themes

1. Principles of Negotiation and Bargaining

- Negotiation Techniques in Commercial Contracts
- Handling Tripartite or Multilateral Negotiations
- Scenario Building & Forecasting Outcomes
- Avoiding Pitfalls in Bargaining

2. Enhancing Negotiation and Bargaining/ Selling Skills

- Avoiding the 'NO' 'NO' Conditioning
- Negotiating to win
- Zero-sum Games
- Exploring ADR Mechanisms

3. Identifying Global Negotiation Tools

- Passion, Integrity, Risk Taking, Knowledge and Empathy
- Confidence-Building Initiatives
- What is the End-Game?
- A Key Dimension: the Ability to Convey Vision/ Position in a Convincing Way

4. Communicating One's Position with Charisma

- From a Shared Project to Corporate Reality: How to Commit Subordinates and Involve Them in Vision/ Position Building
- Follow-Up and Knowing How to Keep the Position/ Vision Alive:
 - Moment(S) of Truth
 - Events
 - Key Persons, Great Symbols

Delivery Modalities

The course will be delivered by a team of experienced practitioners from the sub-region through lectures, role-play negotiations, case-studies, experience-sharing, simulations and exercises.

ABOUT THE FACILITATORS

Professor Josse Roussel, formally Dean of the Paris School of Business (PSB) is a renowned academician and visiting professor at several leading universities in Europe and America including Columbia University, New York City and INSEAD Business School, France, and has been researching and teaching for three decades.

Professor Chris Odozi teaches at Lagos Business School and Enugu State University of Technology (ESUTH) amongst others.

COURSE ON MANAGEMENT DECISION TOOLS AND BIG DATA ANALYTICS FOR MANAGERS AND DIRECTORS

INTRODUCTION

Big data analytics help organizations harness their data and use same to identify new opportunities which translates to more efficient operations and smarter business moves. It is the process of examining large and varied data sets, which involves using big data to uncover hidden patterns such as unknown correlations, market trends, customer preferences; and other useful information that can help organizations make more informed business decisions.

In big data analytics, several types of technology would work together to help get the most value from Information gathered – Data mining, Hadoop, in-memory analytics, Predictive analytics, text mining etc. are some of the beauty of big data analytics.

Management decision tools uses scientific approach to managerial problems to assist decision-making. As business challenges mount and become increasingly complex, managers and directors are challenged the more, to approach decision making systematically and more analytically.

Data can be derived from several sources and the recent explosion of social media, computerization of almost every aspect of economic activity has resulted in the creation of big data. This huge volume of unstructured data can only increase overtime as business activities in organization grows on daily basis.

This therefore, makes even more imperative that managers and directors in organizations have necessary exposure to how this huge volumes of data can be reliably and cheaply stored, efficiently analyzed and extract business, social and economically useful information.

The course which combines management decision tools and big data will expose participants to practical insight into big data analytics, and popular tools and frameworks for collecting, storing and managing data.

Main Themes

The main themes in the course include: Business Decisions, Inventory Control, Waiting Line Management, Decision Making under Uncertainty and Risk, Identification of Big Data Application Areas, Use of Big Data Frameworks, Modeling and Analyzing Data using Selected Techniques, Integrated Approach to Big Data, Team Working with Big Data, etc.

Benefits to Participants

At the end of the course, participants are expected to understand the strength of big data and, most importantly, the process of getting from data to decisions using most suitable management decision tools to the situation at hand.

Who May Attend

The course will target managers and directors of Central Banks, Ministries of Finance and Economic Planning, and other relevant Public and Private agencies involved in macroeconomic analysis and forecasting.

Delivery Modalities

A combination of lectures, computer-based syndicate exercises, case studies as well as group presentations will be employed to execute the course. Resource persons will be drawn from a pool of regional consultants and the academia.