



FMM INSTITUTE

(C10626805080/ 199901000527/ 475427-W)

Centre for Professional Development



STRATEGIC & SUCCESSFUL NEGOTIATION SKILLS - NEGOTIATE THE DEAL YOU WANT

INTRODUCTION

An effective negotiation is the ability to change the game, moving away from conflict and toward collaboration. A proven framework is needed to maximize the value of your negotiation, whether you are behind the bargaining table with a client or across the table with an opposing party.

TARGET AUDIENCE

- Executives and Managers (all levels)
- Sales / Business Development professionals
- Business owners / Entrepreneurs
- Anyone who wants to negotiate, influence, sell and/or communicate better

ADMINISTRATIVE DETAILS

Date : **September 7-8, 2026**
(Monday-Tuesday)

Time : **2 Days (9:00 am - 5:00 pm)**

Venue : **FMM Institute, Johor Branch**
No. 1 & 3, Jalan Kencana Mas 1/1,
Tebrau Business Park III,
81100 Johor Bahru, Johor

Fees : **RM 1,215.00 (FMM Member)**
RM 1,350.00 (Non member)
The fee inclusive Service Tax at 8%
(SST No: W10-1901-32000105)

Closing Date : **August 24, 2026 (Monday)**

Training Provider : **FMM Institute Johor**
MYCOID: 475427W_JOHOR

All cancellations must be made in writing. There will be no charge for cancellation received 7 or more working days before the start of the programme. Cancellation received 5 working days before the start of the programme is subjected to a cancellation fee of 50% of the course fees. Cancellation received 3 working days and below before the start of the programme is subjected to cancellation fee of 100% of the course fees. If the participant fails to attend the programme, the full course fees are payable. However, replacement can be accepted at no additional cost.



COURSE OUTLINE

Module 1 : Understand Mindset

- Fixed & Growth Mindset
- New Leadership Mindset

Module 2 : Dive into 5 Clouds

- Potential vs clouds that hold us back
- Break-free strategies

Module 3 : Practise NLP Model of Communication

- Overview of NLP
- Understand self and others
- Value, beliefs, emotions, behaviours

Module 4 : Build Rapport & Trust

- 3 Keys to rapport
- 4 Elements of trust
- Trust Models

Module 5 : Agreement Frame

- Understand perspectives
- Method to reduce resistance

Module 6 : Negotiation techniques

- Powerful questions with NLP
- Active listening
- BATNA : The Power of a Strong Negotiation Alternative

Module 7 : Influence with metaphors

- Overcoming success barriers
- 4 steps to metaphors
- Art of Story-telling with Story Dice

FACILITATOR

MR. GERALD LEE CHIH PING an engaging International Speaker and a Certified Master Coach and Trainer who specialises in creating long-lasting Positive Impact in people's lives. In his role as a Certified Mentor at FutureLab Malaysia and Mentor Guru at PushFar UK, he has mentored students and jobseekers on career matters, as well as independent business owners and entrepreneurs on how to build their brands and scaling their businesses. He was featured on The Mindset Mentoring podcast with PushFar and was recognized as a Top 30 Mentor of 2022 in Southeast Asia by FutureLab.

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SEPTEMBER 7 - 8 , 2026 | VENUE: FMM INSTITUTE, JOHOR BRANCH

FMM Institute (475427-W)

Puan Sabrina / Pn. Astri / Pn. AinEmail : sabrina@fmm.org.my / astri@fmm.org.my/ nur_ain@fmm.org.my

Tel: 07-357 7613 / 14 / 15 / 16 Fax: 07-357 7618

Please tick accordingly:

Fees: ☐ **FMM Member: RM 1,215.00/pax**
(inclusive of 8% Service Tax (SST No: W10-1901-32000105))☐ **Non Member: RM 1,350.00/pax**
(inclusive of 8% Service Tax (SST No: W10-1901-32000105))

Dear Sir/Madam,

Please register the following participant (s) for the above programme:

(To be completed in BLOCK LETTERS)

1.Name:	IC No:	Nationality:
Designation:	Email:	Mobile No.:
2.Name:	IC No:	Nationality:
Designation:	Email:	Mobile No.:

*(if space is insufficient, please attach a separate list)***Disclaimer**

Registration is on a first-come first-served basis. All cancellations must be made in writing. There will be no charge for cancellation received 7 or more working days before the start of the webinar. **Cancellation received 5 working days** before the start of the webinar is **subject to a cancellation fee of 50%** of the webinar fees. **Cancellation received 3 working days and below** before the start of the webinar is **subject to a cancellation fee of 100%** of the webinar fees. **If the participant fails to attend the programme, the full webinar fees are payable.** However, replacement can be accepted at no additional cost. The FMM Institute reserves the right to change the speaker, reschedule or cancel the webinar and all efforts will be taken to inform participants of the changes.

We hereby confirmed that (please tick accordingly):

☐ We will be claiming under **HRD CORP CLAIMABLE COURSES** and full payment would made to FMM Institute in the event that no disbursement from HRD Corp under any circumstances.

☐ I (self-sponsor) / We will **NOT BE CLAIMING** under **HRD CORP CLAIMABLE**. Payment will be made to the account payee **FMM Institute** by cheque or bank transfer to **Maybank Account No. 501280056601**.

Tin No. : C10626805080

BRO No. : 475427-W

SST No. : W10-1901-32000105

Submitted by:

Name: _____ Email: _____

Designation: _____ Tel No: _____ Moblie No: _____

Company: _____ Address: _____

Tin No. : (Company Tax Number)	Business Registration No. (New/Old)	SST No (If Applicable):
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Company Stamp & Signature:	Date:
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