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# ESSENTIAL NEGOTIATION SKILLS

**FAHEEM VOHRA**

Ex Coca Cola | Engro | Candyland



**From  
Conflict to  
Collaboration**

Date

**17 JULY 2025**

Time

**0900 - 1700 HOURS**

Location

**MARRIOTT HOTEL,  
KARACHI**

# Navigate Conflict and Lead with Impact

## OVERVIEW

Every conversation is a negotiation. Whether you're asking for a deadline extension, aligning with a colleague, resolving a conflict, or leading a client meeting, negotiation is at the heart of how we influence, collaborate, and create outcomes. Essential Negotiation Skills is a day long program that empowers participants from all industries and roles to navigate conversations with clarity, confidence, and purpose. It offers practical tools to build trust, handle difficult conversations, and turn potential conflict into collaboration. Whether you're in sales, project management, HR, operations, or leadership—this workshop offers you a lifelong skillset to communicate more effectively, navigate conflict, and lead with impact.

## PROGRAM BENEFITS

### By attending this program, participants will:

- Identify their personal negotiation and conflict management style.
- Build trust and credibility in professional interactions.
- Stay composed and think clearly in high-pressure conversations.
- Master the art of active listening and effective questioning to uncover true interests.
- Apply practical tools and techniques to navigate challenging discussions, align stakeholders, and reach mutually beneficial outcomes.

## WHO SHOULD ATTEND?

### This program is ideal for:

- Sales & Business Development Professionals
- Account Managers & Client Service Executives
- Procurement & Supply Chain Managers
- HR Professionals, Team Leads, and Project Managers
- Entrepreneurs

**Industry relevance:** FMCG, B2B Sales, Tech, Healthcare, Education, Manufacturing, Services, Startups.

# **Influence, collaborate and create outcomes**

## **PROGRAM OUTLINE**

### **Module 1: Understanding Negotiation as a Tool**

- Why Negotiation is a Critical Life & Professional Skill
- The Iceberg theory of Negotiation
- The Mindset of a Skilled Negotiator
- Knowing your style of negotiation

### **Module 2: Understanding Your Opponents**

- The Psychology of the Opponent: What Drives Them?
- Mapping Stakeholders: Roles, Interests, and Hidden Agendas
- Identifying Personality Types & Behavioural Styles
- Managing Difficult, Aggressive, or Passive Negotiators

### **Module 3: Communication Skills for Negotiations**

- The Harvard Negotiation Principles: Creating Win-Win Solutions
- Reading Verbal and Non-Verbal Cues Like an FBI Agent
- Leveraging Body Language to Assert Authority and Build Rapport
- Enhancing Active Listening for Deeper Influence

### **Module 4: Closing the deal and handling deadlocks**

- Finding Common Ground & Creating Win-Win Outcomes
- Understanding the Opponent's BATNA & Pressure Points
- Verbal and strategic tactics to navigate real power imbalance
- Post-Negotiation Follow-ups & Relationship Management
- Final Role-Plays, Simulations & Feedback

**READY TO NEGOTIATE LIKE A PRO?**

# Essential Negotiation Skills

## YOUR PROGRAM FACILITATOR

**Faheem Vohra** is a seasoned corporate trainer and facilitator with over a decade of experience in field sales, negotiation, and conflict resolution. Having worked with industry giants like Coca-Cola, FrieslandCampina Engro Pakistan, and Ismail Industries - Candyland, Faheem brings invaluable real-world insights into his training programs.

Specializing in practical negotiation strategies, high-impact communication, and conflict resolution, Faheem has successfully trained over 500 professionals and students, helping them excel in high-pressure environments. His sessions are designed to equip participants with the tools to navigate complex negotiations, resolve conflicts effectively, and close deals with confidence and clarity.



## REGISTRATION DETAILS

Program fee: **PKR 25,000/-** per participant  
Nominate Group of **3** and get 10% Discount.

The program fee covers tuition, program manual, certificate of participation, lunch, refreshments and networking.

Cancellations can be sent 7 days before the program, after which NO cancellations will be accepted.

### For more information contact

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**Join us to sharpen your strategy, boost your influence, and walk into every conversation with confidence.**