
GPN SEMINARS of 2021

GPN offers a series of seminars on **International Trade** and **Business Negotiation**. The “Round 1” of this year’s seminar was completed in October 2021, now we are heading for its “Round 2.” The following are the details of “Round 2,” the second lecture in this series.

“Round 2” Training Seminar In Brief

This seminar on “**International Business Negotiation: A Foolproof Deal with Chinese and Other World’s Traders**” will be conducted with the hope of offering an innovative way to handle the challenges often encountered at the negotiation table by dealing with the **different strategies and tactics** as well as the **conflict management tools** needed by negotiators to conduct a successful negotiation, but --- as at its core distinction from any literature ever written or seminar ever conducted on negotiation --- it also addresses the challenges faced in **getting people to negotiate** when all they want is to cling to the *status quo* and refuse to even open their door for a negotiation to get started, while the current world’s business situation requires anyone to do more than that, it requires widening your window of opportunity for entrepreneurship with different negotiators of different nationalities, culture and even temperament.

Seminar profile:

- **Field:** Business Negotiation
- **Subject:** Deal-making at an International Level.
- **Case in point:** Chinese and other world’s traders
- **Training form:** Live lecture
- **Lecturer / trainer:** Dr. Jules H. DANARSON, who is the CEO of GPN and Associate Professor at Guangxi University of Finance and Economics in P.R. China. He is the author of the book entitled “Mitigating The Impediments To Political Communication in an Emerging Democracy,” accessible at Amazon: https://www.amazon.com/dp/1649971494?ref=myi_title_dp
- **Language used in training:** English
- **Venue:** Online, using Zoom --- ID will be provided to those who have done their registrations.

Expected Outcome

With some reference on Chinese (as the world’s biggest population and second biggest economy) and the **other world’s traders** as the cases in point, at the end of the seminar, its **participants should be able to address the challenges faced in**

- (1) **changing the status quo,**
- (2) **coping with new cultural context** and
- (3) **dealing with unfavorable emotional display, or lack of it** --- for example: it’s hard to read Chinese facial expression indicating agreement, while such an end might be easily detected when negotiating with Americans. Yet, Americans might use swear word at the time they are unhappy or happy with an offer. Thus, an in-depth understanding of the emotion being displayed can help in wisely coming up with another generous offer or stop offering and close the deal.

Those are the 3 factors that have been underestimated by entrepreneurs (and non-business people alike) that hinder their chances of seizing the opportunity of **getting accepted** and **making billions of dollars** in business or, in other context, **realizing their dreams**.

Training Arrangement

DATE	TIME	CONTENTS
Dec. 4, 2021	1:00-3:00 pm GMT	An overview: <ul style="list-style-type: none"> • Pre-negotiation stage • Nature of negotiation, • The usual types of negotiation and negotiators. • Key concepts
Dec. 11, 2021	1:00-3:00 pm GMT	Getting the Other Side to the Table <ul style="list-style-type: none"> • Changing the status Quo • Negotiation meetings and their structures • Strategic skills needed
Dec. 18, 2021	1:00-3:00 pm GMT	The Key to Successful Negotiation <ul style="list-style-type: none"> • Negotiating process • Negotiation Strategies and tactics • Situational use of styles (distributive vs. integrative)
Dec. 22, 2021	1:00-3:00 pm GMT	Conflict Management and Deal-making <ul style="list-style-type: none"> • Prevention and cure (for conflicting situations) • Cross-cultural communication • Closing a deal • Post-negotiation stage

Major Takeaway

“It’s not negotiable!” This is what many people (children, spouses, business partners, investors, etc.) often have **in mind** where the change of the *status quo* is needed to accomplish goals even before starting negotiation. Yet, based on such factors as cultural context, emotional drives and lack of understanding, people give up **before starting** --- **defeated before being able to begin a fight**. Thus, the strategies and tactics learned during this seminar will address the 3 pillars of negotiation: **pre-negotiation, negotiation** and **post-negotiation** stages.

Certificate of Completion

Having completed the seminar(s) and paid for the required fees, a certificate of completion will be awarded with the title **“International Trade and Business Negotiation”** for those who attend both seminars or **“International Business Negotiation”** for those who only attend “Round 2.” In other words, to earn the certificate, a participant attends both rounds of seminars, which are (1) **International Trade: Cross-border Payments of Chinese Suppliers** and (2) **International Business Negotiation: A Foolproof Deal with Chinese Suppliers**. If the participant only attends one of the two rounds, the certificate being awarded will carry the name of the seminar being attended and paid for.

Fees for Training and Certificate

Seminars	Training Fee	Certificate Fee	Total
Round 2	\$40	\$20	\$60

Please Note: Payment can be made in U.S. Dollars, RMB (Chinese currency) or Ariary / FMG (Malagasy currency). The rate of exchange will be communicated upon registration, when the fees for training and certificate will be collected.

How to Pay for your Training and Certificate

Full instruction on how to pay the fees will be given when you get in touch with our offices using the contact information below:

- **Madagascar:**
info.mada@gpn.services
 + 261 (0)32 85 021 79 (in Malagasy, English or French)

■ **Outside of Madagascar:**

info@gpn.services

+ 86 130 3610 1322 (in English) / + 86 0726 1550 (Chinese)

Key to Successful Completion of the Training

(1) Logistical Requirements

- a. Personal computer or laptop with camera, headset, and microphone
- b. Broadband internet connection of no less than 1 Mb/s
- c. Enter Zoom platform on time for each training session

(2) Educational Requirements

- a. At least a *low intermediate* level of English language
- b. A business-related background (preferable, but not a must)
- c. Complete the training activities assigned by GPN during the training period.

(3) Books Needed and Shared for the Seminar

The books listed below will be needed for a successful completion of the seminar, apart from the article shared during the training session. These books will be sent to those who register for the training:

- **Benoiel**, Michael and Hua, Wei (2015) *Negotiating: Preparing, Mediating, Persuading*. U.S.A: KD Publishing.
- **Ghuri**, Pervez N. & Usunier, Jean-Claude, Ed. (2003) *International Business Negotiations* (2nd Ed.) U.K.: ELSEVIER Ltd.
- **Harvard Business Essentials** (2003) *Negotiation*. U.S.A Harvard Business School Publishing Corporation.
- **Lewicki**, Roy J; Barry, Bruce; Saunders, David M. (2017) *Essentials of Negotiation* (6th Ed.). P.R. China: China Machine Press.
- **Sebenius**, James K., Ed. (2003) *Six Habits of Merely Effective Negotiators*. U.S.A: Harvard Business Review.

NOW, GET IN TOUCH WITH US TO SIGN UP FOR THE SEMINAR



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