



# Influence & Negotiations Workshop

Monday, May 29, 2023

9 AM – 4:30 PM

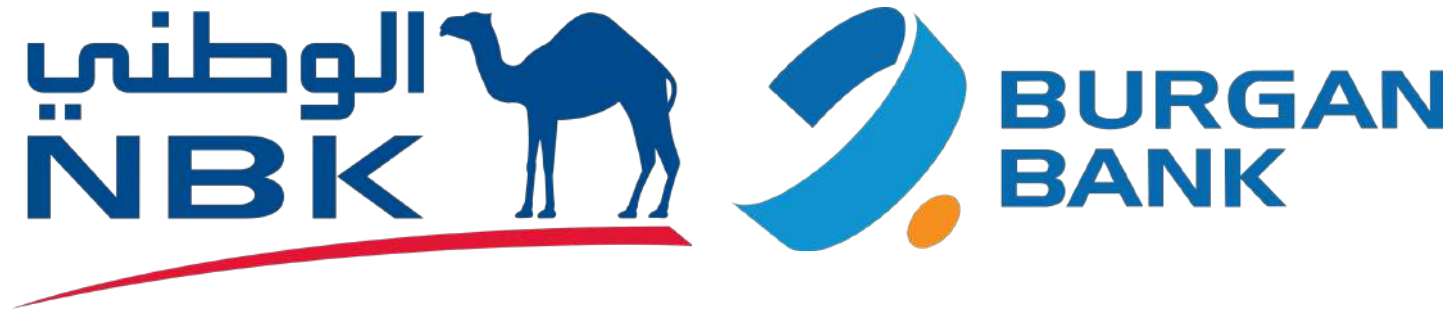
Ebtisam Ballroom – Regency Hotel

**Presented by: Dr. Niro Sivanathan**

Prof. of Organizational Behavior - London Business School



# Proudly sponsored by



# Overview

- Leaders are faced with the daunting task of making good decisions, influencing individuals and negotiating good deals. The workshop will focus on negotiation and influence skills - how do we get what we want while growing the pie and leaving our customers and stakeholders satisfied? Through a variety of simulations and cases dealing with negotiations and influence, participants will explore the processes by which leaders can bring value to themselves and their organization.



## Schedule

### Morning Session

- **Cognitive & Psychological Tools of Influence**
- In the first session, participants will augment knowledge of negotiations by bringing together extant knowledge on decision-making and the psychology of influence to develop a set of tactics and strategies to influence others at the bargaining table and beyond.
- The first half will draw on cognitive structures such as framing and presentation of information to influence others. The second half will build on this by introducing scientifically proven psychological tactics of interpersonal influence.
- **Case: Participant survey**



## Schedule

# Afternoon Session

- **Multiple Issue, Advanced Integrative Negotiations**
- As a final session, participants will discuss how one prepares for a negotiation and how to secure as much of the pie for oneself as possible. Following this, we also introduce participants to concepts of Paereto efficiency, tradeoffs and scoring systems – strategies to build value at the bargaining table. Finally, we build on the foundational lessons of distributive and integrative negotiation strategies, by introducing three advanced value creating integrative negotiation strategies all designed to help negotiators create and claim the greatest value.
- **Case: Negotiation Case**

# Target Audience

- The workshop is suitable for professionals who have policymaking, managerial or supervisory roles in banks and non-banking organizations such as corporations, businesses and the like.

May 29, 2023

# Agenda

- 9 AM - 10:45 AM Intro & Cognitive Principles of Influence
- 10:45 AM –11 AM Break
- 11 AM –12 PM Cognitive Principles (Cont.)
- 12 PM – 1 PM Lunch
- 1 PM – 1:45 PM Final Preparation & Negotiate
- 1:45 PM – 2:45 PM Debrief of Negotiations
- 2:45 PM – 3 PM Break
- 3 PM – 4:30 PM Principles of Negotiations



# How to Register

- Ticket cost: KD 250
- Registration deadline: May 18, 2023
- How to register:
  - Option one: Visit [www.kibs.edu.kw/niro](http://www.kibs.edu.kw/niro)
  - Option two: Send an email to [register@kibs.edu.kw](mailto:register@kibs.edu.kw) with the following details:
    - Your name
    - Organization and position
    - Mobile number
    - Civil ID information





A grayscale portrait of Dr. Niro Sivanathan, a man with glasses and a slight smile, wearing a dark jacket over a light-colored shirt. The background is light with faint circular patterns.

# About Dr. Niro Sivanathan

# About Dr. Niro Sivanathan

- Dr. Niro's award-winning research examines how our judgments, decisions, and behaviors are regulated by the psychological experience of those endowed with status and power. He also examines how the desire to maintain our integrity can alter our cognition and behaviors in a less than rational manner. Dr. Niro's work has been published in top journals in the fields of science, management, and psychology, such as the Proceedings of the National Academy of Sciences, Nature Human Behavior, Academy of Management Journal, Administrative Science Quarterly, Psychological Science, and Journal of Applied Psychology among others.
- His research has also been translated into global practitioner outlets such as the Harvard Business Review, and has garnered international press coverage from CNN, MSNBC, the Financial Times, Time Magazine, The Wall Street Journal, The Washington Post, The Atlantic, The Sunday Times, and Forbes. He is the recipient of numerous teaching awards, including the Excellence in Teaching Award by the London Business School in 2016, which is the highest teaching accolade awarded at the London Business School. In the same year, Poets and Quants chose him as one of the top "40 under 40" - a listing of the world's top 40 business school professors under the age of 40.



Thank you.

- For further details, please contact:
- Ms. Laila Al Gharabally – Head of Marketing
  - [laila@kibs.edu.kw](mailto:laila@kibs.edu.kw)