

CHARTERED
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED INTERNATIONAL NEGOTIATOR™

CIN™

Fully Accredited
By:

Chartered Institute of
Professional Certifications

CPD
Certification Service





PROGRAM OVERVIEW



This **Certified International Negotiator (CIN™)** is designed to help you to be a better negotiator in winning negotiation in both informal interaction and formal transaction. Through impactful best practices and success stories, this program will show you how to **counter ineffective negotiations** and overcome challenges by understanding different personality types, emotions and interests during a negotiation. You will discover the importance of **building and maintaining trust in negotiations** and be equipped with techniques on facilitating your negotiations with constructive options to **close a win-win negotiation**. With case studies from **Harvard Business School**, this program will also show you how you can enhance your negotiation skills by engaging in **complex one-on-one, multiparty, and team negotiations** using concepts and simulations that have been widely used by world-class master negotiators internationally.

By the end of the program and upon passing the Chartered exam, you will have earned the **Certified International Negotiator (CIN™)** designation which you can use to demonstrate your professional credentials and track record in developing winning negotiation strategies. Globally demanded and recognized, this designation is an industry-recognized trademarked charter developed by the **Chartered Institute of Professional Certifications and has lifelong validity**. It's also fully accredited by CIPD (Chartered Institute of Personnel and Development), with 160,000 membership organizations worldwide. We look forward to welcoming you to this program.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**NEGOTIATION SKILLS
PERSUASION SKILLS
MULTIPARTY NEGOTIATION
MANAGING COGNITIVE BIAS**

**TEAM NEGOTIATION
DISTRIBUTIVE NEGOTIATION
INTEGRATIVE NEGOTIATION**

**BEST ALTERNATIVE TO A NEGOTIATED
AGREEMENT (BATNA)
ZONE OF POSSIBLE AGREEMENT (ZOPA)**

**RESERVE POINTS
PACKAGING DEALS
DIAGNOSTIC QUESTIONS
DEALING WITH EMOTIONS DURING NEGOTIATIONS**

**CROSS CULTURAL NEGOTIATIONS
ONLINE NEGOTIATION
CONSTRUCTIVE NEGOTIATION
COMPLEX PERSONAL NEGOTIATION
RAPPORT BUILDING**

YOUR FACULTY DIRECTOR



Enda Young

Negotiation Expert and Program Director with University of Oxford and Queen's University Belfast

Enda is one of the most sought-after negotiation, mediation, and conflict resolution experts globally, having over 20 years of experience as a practitioner and lecturer. He is currently the Managing Director of Mediation Northern Ireland that provides alternative dispute resolution to global clients. He has also founded and serves as **Program Director** of the negotiation program at the **William J. Clinton Leadership Institute at Queen's University Belfast**. Enda also serves as a tutor for the Oxford Program on Negotiation at Saïd Business School, **University of Oxford**.

In addition, he has been trained at Harvard University where he applies the key learnings to his negotiation training and consulting work. Enda is also a Certified Mediator with International Mediation Institute (IMI) and The Mediators' Institute of Ireland (MII). **His contributions in the industry has led him to be named one of Northern Ireland's top 40 under 40 in business by Business First in 2019.**

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before



Goldman Sachs



SAMSUNG



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BURBERRY



citi



IKEA



VOLVO



HYUNDAI



Pfizer

Life is our life's work



Nestlé



PROGRAM AGENDA

MODULE 1: THE NEGOTIATION PROCESS

- Lesson 1 - The Importance Of Perceptions And Cognitive Biases
- Lesson 2 - System 1 And 2 Thinking & The Neuroscience Of Negotiation
- Lesson 3 - The Negotiation Process

MODULE 2: NEGOTIATION STYLES

- Lesson 1 - Negotiation Styles
- Lesson 2 - Johari Window
- Lesson 3 - Personal Negotiation Strategies

MODULE 3: NEGOTIATION STRATEGIES

- Lesson 1 - Distributive Negotiation Strategies
- Lesson 2 - Integrative Negotiation Strategies
- Lesson 3 - Claiming And Creating Value And Mixed Motive Processes

MODULE 4: KEY NEGOTIATION CONCEPTS

- Lesson 1 - Best Alternative To A Negotiated Agreement (BATNA)
- Lesson 2 - Zone Of Possible Agreement (ZOPA)
- Lesson 3 - Reserve Point, Position/Interests/Needs, Anchors

MODULE 5: TECHNIQUES, SKILLS AND ONLINE NEGOTIATION TIPS

- Lesson 1 - Listening Skill
- Lesson 2 - Practical Negotiation Techniques
- Lesson 3 - Online Negotiations Tips

MODULE 6: PREPARATION, RAPPORT AND TACTICS

- Lesson 1 - The Importance Of Preparation
- Lesson 2 - Rapport Building
- Lesson 3 - Key Negotiations Skills And Tactics

MODULE 7: HOW TO DEAL WITH EMOTIONS DURING A NEGOTIATION

- Lesson 1 - Emotions In Negotiations
- Lesson 2 - 5 Core Emotional Concerns
- Lesson 3 - Emotional Intelligence

MODULE 8: BODY LANGUAGE

- Lesson 1 - Body Language Principles
- Lesson 2 - What Is Body Language And How Do We Accurately Read It
- Lesson 3 - How To Use Your Own Body Language To Negotiate More Effectively



PROGRAM AGENDA

MODULE 9: INFLUENCING AND PERSUASION SKILLS

- Lesson 1 - Influence Skills
- Lesson 2 - Persuasion Science
- Lesson 3 - Behavioral Change Stairway Model

MODULE 10: CROSS-CULTURAL NEGOTIATIONS

- Lesson 1 - Cross-Cultural Negotiations
- Lesson 2 - Hofstede Cultural Dimensions
- Lesson 3 - Dealing With Different Cultures

EXAMINATION

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certification's programs are unique as they provide you with professional charter designation and mark that can be used across your lifetime once you have completed our programs.

After completing the program and passing the exam, you will be awarded the **Certified International Negotiator (CIN™) Designation charter** that can be used in your resume, CV and other professional credentials. This designation is a global trademark and industry-recognized with lifelong validity.

Globally demanded and recognized, this designation will help you distinguish your skillsets and you have attained expertise in **developing winning negotiation strategies that helps you to maximize the value in the agreements you reach.**

ABOUT US

49,525

Business Leaders Have
Attained Their Chartered
Certifications Since 2009

390

Certified and Fully
Accredited Programs

87%

Chartered Leaders Have
Reported Career Promotions
and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charter and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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UNIVERSITY OF MICHIGAN



**THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE**



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Business
School**

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Business
School**



CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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