



EuroMaTech

Training Seminars & Conferences

An Intensive 5-Day Training Seminar On

Success under Pressure

**Emotional Intelligence,
Conflict Management and Negotiations**

26 - 30 Aug 2019, London
16 - 20 Sep 2019, Kuala Lumpur
24 - 28 Aug 2020, London
14 - 18 Sep 2020, Kuala Lumpur

www.euromatech.com



 [View Details](#)

An ISO 9001:2015
and ISO 29990:2010
Certified Company

Success under Pressure

Emotional Intelligence, Conflict Management and Negotiations

INTRODUCTION

This EuroMaTech training course will provide an array of stress-busting strategies to help you overcome challenges that are weighing you down. It offers interactive consultation to help you see opportunities rather than obstacles, get focused when overwhelmed, find energy when exhausted, and manage the situation to minimize stress from recurring, thus, improve your ability to engage win-win conversations. The training course focuses on the core skills of Emotional Intelligence ('EQ') and emphasises the importance of advanced communication skills as a strategy to reduce conflicts and enhance workplace performance.

Join this EuroMaTech training course and you will:

- Develop keen sense of self-awareness and effective self-regulation
- Cultivate dynamic responsive behaviours that improve working relationship
- Learn to recognise different behaviours and how best to influence them
- Recognise the sources of personal stress and how to reduce them
- Learn win-win negotiating conversations

PROGRAMME OBJECTIVES

The Success Under Pressure EuroMaTech training course is designed to enable participants to:

- Understand how to increase emotional intelligence (EQ) at work
- Identify different behavioural styles, and learn to manage them
- Communicate with greater confidence when conflict arises
- Learn how to achieve win-win outcomes in negotiations
- Gain insights into personal strengths and strategizes personal development
- Recognise emotional triggers and manage own emotions
- Acquire techniques to handle stress and cope with pressure

WHO SHOULD ATTEND?

- This EuroMaTech training course is designed for managers and team leaders but will benefit any professional wishing to broaden and improve their skills in self-management, interpersonal influence, conflict-handling and negotiation
- It will also help anyone moving into a leadership role to increase their personal impact and effectiveness

TRAINING METHODOLOGY

This highly interactive EuroMaTech training course will combine experiential practical exercises with presentations and team challenges, supported by video material and case studies.

PROGRAMME SUMMARY

The Success Under Pressure training course opens by exploring the importance of emotional intelligence for bringing balance into our mental and emotional state. This EuroMaTech training course explores each individual personality profile and elaborates upon its strengths and areas for self-development to handle stress. Participants also learn how to establish effective working relationships with others through handling conflict and negotiating for win-win outcomes. Participants will return to their organizations armed with strategies to cope with stress in the workplace for optimum performance. They will also take with them an enhanced toolkit and skill set to achieve greater impact and influence at work.

PROGRAM OUTLINE

DAY 01

Emotional Intelligence Awareness

- Understand Emotional Intelligence key components
- Perception impacts relationship
- Assess your personal profile and preferences
- Identify your strengths and areas for development
- Personality driven motivations
- Identify blind spot blocking personal success

DAY 02

Managing Pressure and Stress

- Understand pressure and stress
- Symptoms of stress and its effects
- Two sides of stress and options
- Procrastination and time wasters
- Managing emotional triggers
- Motivating yourself and others under pressure
- Relaxation techniques and therapeutic session

DAY 03

Strategies for Conflict Resolution

- Reasons for workplace conflict
- Ineffective approaches to conflict resolution
- Conflict management strategies
- Techniques for resolving conflicts successfully
- How to handle different conflict areas
- Active listening for conflict resolution
- Communication skills to resolve conflict

DAY 04

The Art of Negotiation and Persuasion

- What is negotiation?
- Manipulation, persuasion and influence
- Steps in win-win negotiation
- Negotiation ploy and tactics
- Collaborative bargaining
- How to invent options for mutual gain
- Personality styles of negotiators

DAY 05

Successful Leadership Skills

- Person of influence
- Agile leadership skills
- Innovative thinking for problem solving
- Breaking through team barriers
- Building trust with others
- Helping your team prepare for change
- Develop a personal action plan

IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.

QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

Success under Pressure

Emotional Intelligence, Conflict Management and Negotiations

✓	Date	Venue	Fee(\$)
	26 - 30 Aug 2019	London	US\$5,950
	16 - 20 Sep 2019	Kuala Lumpur	US\$5,950
	24 - 28 Aug 2020	London	US\$5,950
	14 - 18 Sep 2020	Kuala Lumpur	US\$5,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).**

Your Details

Name (Mr/Ms):.....
Position:..... Organisation:.....
Address:.....
.....
City / Country:
Telephone / Fax:

Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech
 Please invoice me
 Please invoice my company as follows:

Contact Name:
Company Name:
Address:.....

Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

***VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

Contact Us:

U.K. Office:

109 Mount Pleasant
Liverpool L3 5TF, United Kingdom
Telephone: +44 151 709 7100
Fax: +44 151 709 7181

Middle East Office:

P.O. Box 74693
Dubai, United Arab Emirates
Telephone: +971 4 4571 800
Fax: +971 4 4571 801

Email Address:

info@euromatech.ae

Website:

www.euromatech.com



Training Seminars & Conferences