



COMPETENCIES IN INCOTERMS NEGOTIATION & CONTRACTING OF INTERNATIONAL TRADE

Course Objectives

- Know the versatility factors of negotiation.
- Avoid the vulnerability issues of contracting.
- Learn the tactics of bargaining & positioning.
- Familiarize structuring & encountering skills.
- Adopt the strength of behavioral techniques.

RM1250/pax

9am-12.30pm

16-19 Aug 2021