

# Certified International Professional Negotiator (CIPN)

12 - 14 December Kuala Lumpur, Malaysia

## COURSE FACILITATOR:

### Dr. Charles E. Rumbaugh

Former Judge and Adjunct Professor  
2017's Leading International ADR  
Practitioner – US Legal Elite Awards

#### Professional Awards/Recognitions include:

- Recognized by Corporate America LegalElite for 2016 as "Best International (Alternative Dispute Resolution) ADR Consultant."
- Awarded life membership in the Institute of Supply Management (ISM, formerly NAPM). Former chair of its Federal Acquisition & Subcontract Management Group.
- Recipient of Honorary Life Membership award, the highest award issued by the National Contract Management Association (NCMA). Former member of NCMA National Board of Advisors, Fellow, Editorial Board of NCMA Journal, founder/chair of NCMA ADR Committee and a national officer of NCMA and member of NCMA National Board of Directors.
- Listed in Who's Who in American Law and Who's Who in America.
- World Bank Qualified Mediator Panel.
- US District Court (California Central) Attorney Settlement Officer for three years.
- Panel of Experts, Primary Dispute Resolution Centre, Subordinate Courts, Singapore (International Law/Trade/Business).
- Database of Experts, Hong Kong International Arbitration Centre
- Elected Senior Life member of Institute of Electrical & Electronics Engineers and subsequently selected as an IEEE panel judge on elevating members to senior status.
- AV rated attorney by Martindale-Hubbell (highest possible rating).

All prior attendees of Dr. Rumbaugh's CIPN courses have passed the requisite certification exam.

As there are a lot of materials, trainer requires delegates to bring their own laptop to access power point slides and notes. No hard copies will be given for this course.

#### FREE TAKEAWAY!!

- Free International Purchasing and Supply Chain Management Institute (IPSCMI) VIP Membership
- **The benefits delegates will gain through this membership include:**
  - ✓ Increase in personal professionalism, quality, knowledge and skill
  - ✓ Receiving free periodic mailings of recent developed materials, articles and news reports

## BENEFITS OF ATTENDING

- Master Win-Win Negotiation and other negotiation strategies
- Use the Science of Negotiation when planning for negotiation
- Discover relevant aspects of your own personality and behavioral tendencies as well as your needs, goals, and power
- Perceive and assess relevant aspects of your counterpart's personality, needs, power, and behavior
- Practice the rules of effective listening, speaking, questioning and observation
- Learn to apply appropriate negotiation tactics and how to counter "Nasty Tricks" From the opposition
- Learn to look for common ground and common goals in negotiation
- Know when to continue and know when to walk away From a negotiation
- Learn to maintain your personal integrity and trust
- Learn to confirm the status of a negotiation and how to conclude a successful negotiation
- Learn the importance of Pre-Negotiation and Post-Negotiation Documentation
- Learn why negotiation is important in awarding and administering a "Quality Contract"

In these difficult times most organizations are looking for ways to create value and effect cost savings and reductions. World-class organizations have found the answer in their achievement of world-class negotiation. Winning tough negotiations require "Master Negotiators" who achieve that status through training and modeling the behavior of those who have achieved that status through their own training, hard work, and perseverance. It should not surprise anyone that the Return of Investment from negotiation is typically on the order of 20 to 1.

For further info on our trainer you are invited to visit his website at [www.rumbaugh.net](http://www.rumbaugh.net)

## Organized by

