



Join the

# Influence & Negotiations

Workshop

Presented by

## Dr. Niro Sivanathan

Prof. of Organizational Behavior London  
Business School

## Make solid deals and great decisions

How do we get what we want while growing the pie and leaving our customers and stakeholders satisfied? Through simulations and cases, you will explore the processes where leaders can bring value to themselves and their organizations.

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.



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# Workshop sessions

- Bring together current knowledge on decision-making and psychology of influence to develop a set of tactics and strategies to influence others at the bargaining table and beyond.
- Draw on cognitive structures like framing and presentation of information to influence others.
- Introduce scientifically proven psychological tactics of interpersonal influence.
- How to prepare for a negotiation and secure as much of the pie for oneself.
- Introduction to the Paereto efficiency concept, tradeoffs and scoring systems to build value at the bargaining table.
- Build on the foundational lessons of distributive and integrative negotiation strategies by introducing three advanced value-creating integrative negotiation strategies to help negotiators create and claim the greatest value.

## When

Monday, May 29, 2023  
09:00 AM – 4:30 PM

## Where

The Regency Hotel – Kuwait  
Ebtisam Ballroom - First Floor

## About Dr. Niro

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 Behaviour, 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.

