Scotwork®

NEGOTIATION SKILLS OPEN COURSE
CALENDAR CHINA & HONG KONG SAR 2027

Transform the way you negotiate

China & Hong Kong SAR

Scotwork

ADVANCING NEGOTIATION SKILLS

Our flagship training course is designed to transform the way you negotiate.

FIND OUT MORE

DATES	LOCATION	LANGUAGE
19 – 21 JANUARY	HONG KONG	ENGLISH
16 – 18 MARCH	HONG KONG	CANTONESE
1-3 JUNE	HONG KONG	CANTONESE
28 – 30 SEPTEMBER	HONG KONG	CANTONESE
23 – 25 NOVEMBER	HONG KONG	ENGLISH

The Advancing Negotiation Skills course is delivered over 2 and a half days.

Hotel/Venue Cost

Accommodation costs are NOT included in the course fee.
Lunch is included in the course cost. Accommodation costs are due payable directly to the venues if required.

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DATES	LOCATION	LANGUAGE
23-24 JANUARY	SHENZHEN	MANDARIN
22-24 MARCH	SHANGHAI	MANDARIN
20-22 APRIL	BEIJING	MANDARIN
22-24 JUNE	SHANGHAI	MANDARIN
21-23 SEPTEMBER	BEIJING	MANDARIN
23-24 OCTOBER	SHENZHEN	MANDARIN
26-28 OCTOBER	SHANGHAI	MANDARIN
20-22 DECEMBER	SHANGHAI	MANDARIN

The Advancing Negotiation Skills course is delivered over 2 and a half days or 2 days for weekend course.

Hotel/Venue Cost

Accommodation costs are NOT included in the course fee.
Lunch is included in the course cost. Accommodation costs are due payable directly to the venues if required.

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NEGOTIATION FOUNDATION WORKSHOP

A workshop designed to improve understanding, confidence and performance in basic negotiations.

FIND OUT MORE

DATES	LOCATION	LANGUAGE
19 MARCH	HONG KONG	ENGLISH
25 MARCH	SHANGHAI	MANDARIN
26 NOVEMBER	HONG KONG	CANTONESE
17 DECEMBER	SHANGHAI	MANDARIN

Hotel/Venue Cost

Accommodation costs are NOT included in the course fee.
Lunch is included in the course cost. Accommodation costs are due payable directly to the venues if required.

ADVANCING NEGOTIATION SKILLS 2

The Scotwork A.N.S. Part 2 course is designed to continue participants' development and deployment of negotiation skills learnt from the Advancing Negotiation Skills course.

DATES	LOCATION	LANGUAGE
6-7 JULY	HONG KONG	ENGLISH
28-29 SEPTEMBER	SHANGHAI	MANDARIN

COACHING NEGOTIATION SKILLS (CNS)

The Scotwork Coaching Negotiation Skills (CNS) programme helps internal coaches to sustain the development of negotiation skills as a core competence, within any organisation committed to advancing negotiation skills.

DATES	LOCATION	LANGUAGE
26-27 OCTOBER	HONG KONG	ENGLISH
16-17 NOVEMBER	SHANGHAI	MANDARIN

Hotel/Venue Cost

Accommodation costs are NOT included in the course fee.
Lunch is included in the course cost. Accommodation costs are due payable directly to the venues if required.

RESERVATIONS

To make a reservation, contact Scotwork to obtain the latest course availability.

Telephone
Hong Kong office: +852 3188 1129
China office: (+86) 021 63086867

Email
Hong Kong office:
info.hk@scotwork.com
China office:
info.cn@scotwork.com

Joining Instructions

Comprehensive joining instructions including hotel details and pre-course documentation will be sent to the participants four weeks before the course for classroom training and the week before the course for virtual training.

Cancellation

Course fees are charged in full for cancellation inside 28 days, although a substitute participant will be accepted at any time and this is always preferred to an outright cancellation.

Invoicing and Terms and Conditions

Invoices will be issued in advance of the course. Places are offered solely on the following Terms of Business and these cannot be overridden by conditions imposed by Purchase Orders.

Transforming the way the world negotiates

Scotwork has coached over 300,000 senior managers in 29 languages. We have grown into the world's number one independent negotiation consultancy, operating in 48 countries. We work with organisations large and small across all sectors. After more than 45 years we are still the real deal, giving people powerful skills that transform their lives, and handing businesses more successful futures.

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Belgium
Brazil
Bulgaria
Canada
China
Colombia
Czech Republic
Denmark
Finland
France
Germany
Greece
Hong Kong
Hungary
India
Indian Ocean
Indonesia
Ireland
Italy
Japan
Lithuania
Mexico Middle East Morocco
Netherlands
New Zealand
Norway
Poland
Portugal
Romania
Singapore
Slovakia
South Africa
South Korea
Spain
Sweden
Turkey
Ukraine
United Kingdom
USA
UAE