



مجموعة جامعة
الجميع الذكية
للتعليم القابضة

MIDOCEAN
UNIVERSITY

Influence and Negotiation Skills

Prepared by
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College of
Entrepreneurship and Innovation

Introductory Lecture



Bothaina Mahmoud Fouad

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SKILL HIGHLIGHTS

- Project management and excellent time management.
- flexible , responsible , ambitious.
- Decision maker and adopting easily to changing situations.
- teaching others, helpful, cooperative & have the team spirit

LANGUAGES

- Arabic – Native
- English – V.good
- French– V. good

HOBBIES

- Reading &Traveling

▷ EDUCATION

Bachelor's degree of Commerce | 2006 , Ain Shams University

Master Degree in Economics | 2013 , Ain Shams University

PH.D Degree in Economics | 2021 , Ain Shams University

▷ objective

Obtain a challenging teaching position as an Economics and Entrepreneurship lecturer utilizing creativity and a genuine desire to educate.

▷ Managerial, Academic and Research Experience

- Held many leadership positions, such as Director of Research Projects Department at the Electronics Research Institute for of 7 years, and the responsibility for following up some national projects in the Arab Republic of Egypt and coordinator of International affairs with many relevant international entities specialized in Entrepreneurship activities.
- Lecturer of Entrepreneurship in many universities
- More than 8 years of experience in the leadership and academic field, providing feasibility studies, economic and training consultancy for many startups and technology incubators.

• قال تعالى •

وَأْمُرْهُمْ شُورَىٰ يَبْنَهُمْ

[الشورى : ٣٨]



حين يقرأ بعض الناس هذه الآية لا يكاد ينصرف
ذهنه إلا إلى المجال العسكري أو السياسي !!

إنَّ الشورى أسلوب حياة، ينبغي أن يمارس
في الأسرة والعمل وفي كل المجالات

(التواصل الأسري للدكتور عبدالكريم بكار)

What do you think is the importance of negotiation and influencing as an entrepreneur?

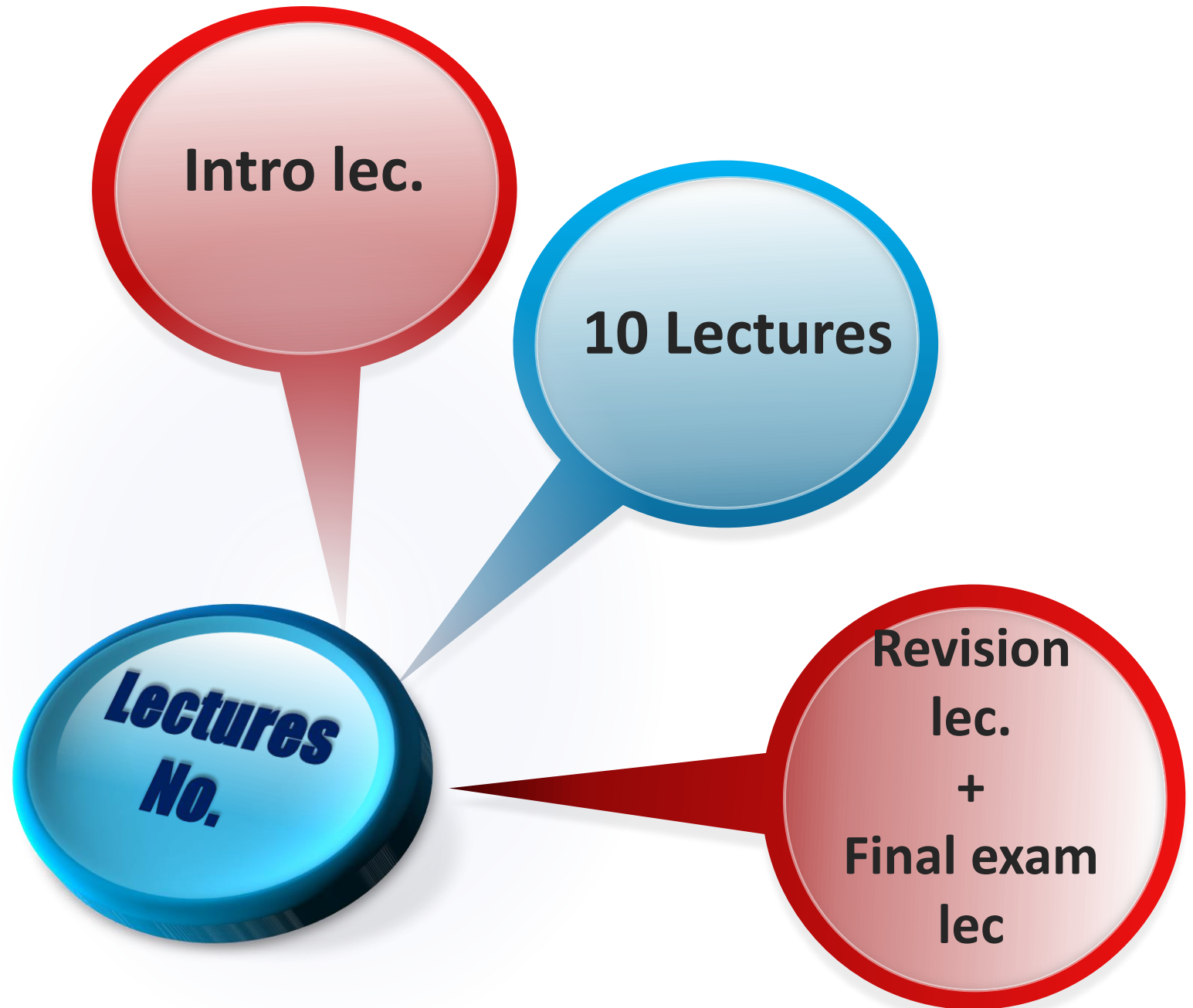
In the workplace,
it helps you to get the
best out of deals and
achieve long-term
success

In your personal life, your
skills can boost your
creativity and decision-
making ability.

**It can help you learn better strategies and
improve your reasoning ability**







Our lec. time

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graph TD; A[Our lec. time] --> B[Lectures]; A --> C[Live session (office hours)]; B --> D[40 -50 slides]; B --> E[90 Minutes]; C --> F[every week]
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Lectures

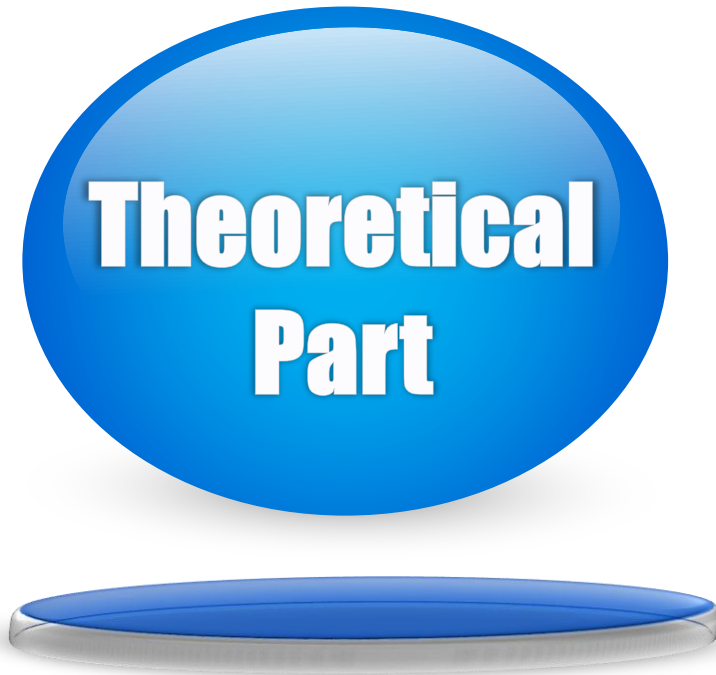
40 -50 slides

90 Minutes

Live session
(office hours)

every week

Method of teaching the course



The Theoretical

Part is dividing into two parts

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graph TD; A["The Theoretical Part is"] --- B["Develop your influencing skills"]; A --- C["Become an effective negotiator"]
```

Develop your
influencing
skills

Become an
effective
negotiator

The practical part Will include
some Success models and case
studies



Success models and case studies

1

- Some of role models

2

- some of case studies and situations

Our Learning Outcomes

By the end of this course students and participants will be able to:

Demonstrate an understanding and awareness of what negotiation and influencing is.

Understand the potential strengths and weaknesses of your own negotiation and influencing style..

Our Learning Outcomes

By the end of this course students and participants will be able to:

Identify and understanding the required and necessary skills to be an effective negotiator and influencer

Develop general strategies for successful negotiation and influencing.

Our main topics

1. Demonstrate an understanding and awareness of what negotiation and influencing is.

What negotiation and influencing is and the main differences between them.

Influencing and Negotiation as an Entrepreneurial Skill

Study some Case studies and successful models.

Our main topics

2. Understand the potential strengths and weaknesses of your own negotiation and influencing style.

Identify the qualities of successful and unsuccessful negotiators.

Explain the behaviors as well as the strengths/weaknesses of each personality style.

Identify a personal negotiation situation and practice it during class session.

Our main topics

3. Identify and understanding the required and necessary skills to be an effective negotiator and influencer

Examples for Influence and negotiation skills

Case studies and successful models.

Our main topics

Develop general strategies for successful negotiation and influencing.

The negotiating process and needed rules

The successful strategies for negotiation

How to use negotiation and influencing strategies and techniques to engage with stakeholders successfully?

Course Expectations

What do you know about our topic?

What do you need to know?

What outcomes do you expect from this course?





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Thank You

