

# Understanding Negotiation Becomes P3MAWA Material on the Third Day

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**HumasUPNVJ** “ In order to increase the understanding of UKM coaches in guiding students, UPN Veteran Jakarta held the third day of Student Assistance Development Training which took place at Mercure Hotel Jakarta, Wednesday 26/02/20.



The activity was opened by dr. Ria as Vice Chancellor for Student Affairs and Cooperation, in her remarks dr. Ria conveyed the direction of the Chancellor of UPNVJ, "It is hoped that the UKM supervisors in the UPNVJ environment can immediately provide work programs for every UKM that are in accordance with UPNVJ's vision and mission, one of which is the identity of defending the country. So later on all the activities that are held must have the meaning of defending the country, not merely meaningless activities." he said

After that, it was continued with the presentation of material by the resource person, in the material

presented, Budi Utomo and Benny Herwanto explained in detail about negotiations, "Negotiations will work well if there is a desire to reach an agreement, there is a desire to listen and there are skills to be able to understand. In addition, there are several skills in negotiating that you must understand, including being able to empathize with the opposing party, being able to show the benefits of the opponent's affairs, being able to control stress and being able to express ideas persuasively and being able to quickly understand the opponent's value system and assumptions " . Budi Utomo explained

"It should also be understood that there are several types of negotiations, namely horizontal/ *in*- team negotiations, vertical negotiations with superiors or supporters, personal interest negotiations, conciliator negotiations, bilateral/multilateral negotiations and external negotiations so that later the UKM supervisors We hope that those who participate in this training will be able to understand negotiations, especially within organizations (SMEs) and be able to become negotiators," Benny continued.

The activity continued with solving cases in negotiations with the participants who were present and discussing with the speakers.



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