

# OPEQ ONLINE SIMULATION



## SIMULATION DESCRIPTION

In this highly interactive, team-based simulation, participants act as member nations of "OPEQ," negotiating petroleum production levels with competing countries in order to maximize cumulative profits.

Explore the dynamics of cooperation and competition, phases of negotiation, negotiation tools, and ways to reach win-win strategies, build trust, and gain commitment.



## TOPICS COVERED



Principled  
Negotiation



Win-win  
Agreements



Cooperation and  
Competition



Trust and  
Accountability



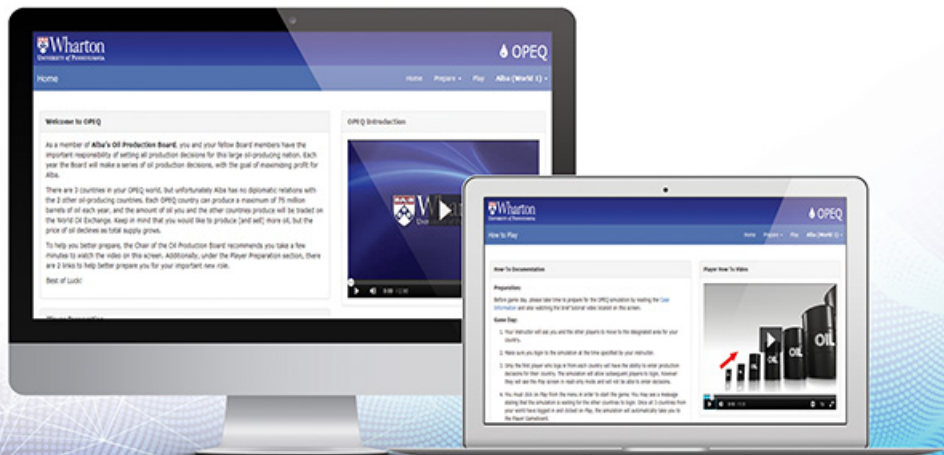
## LEARNING FOCUS

- Understand the basic types and phases of negotiations, and the skills needed for successful negotiations
- Learn interest-based negotiation strategies for identifying win-win solutions.
- Explore the factors that promote cooperation, including communication, competition, trust.



## WHO SHOULD ATTEND?

- Senior and middle managers from a function or industry who want to enhance their business management and leadership abilities.
- The simulation is also ideal for those who are preparing to assume new responsibilities or take advantage of new growth opportunities.



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Forio creates engaging online simulations to train participants from the world's top corporations and universities in Leadership, Finance, Marketing, Negotiation, Operations, Entrepreneurship and Innovation management.

Forio simulations are developed by experts, including faculty at Harvard, MIT, Wharton & other premier business schools.



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