



اَللّٰهُمَّ صَلِّ وَسَلِّمْ عَلٰى
UNIVERSITI TEKNOLOGI MARA

NEGOTIATION PROCESS IMPLEMENT BY ORGANIZATION:

CASE STUDY SAPURACREST PETROLEUM BERHAD

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**BACHELOR OF BUSINESS ADMINISTRATION (HONS) INTERNATIONAL
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NOVEMBER 2010



**BACHELOR OF BUSINESS ADMINISTRATION (HONS) INTERNATIONAL
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‘DECLARATION OF ORIGINAL WORK ‘

I, Siti Nur Azalina Binti Suhaimi (I/C NO: 861012-56-5338)

Hereby, declared that:

- This work has not previously been accepted in substance for any degree, locally or overseas, and is not being concurrently submitted for this degree or any other degrees.
- This project paper is the result of my independent work and investigation, except where otherwise stated.
- All verbatim extracts have been distinguished by quotation marks and sources of my information have been specifically acknowledged.

Signature:

Date: 12 Nov 2010

LETTER OF SUBMISSION

12 Nov 2010

En Ridzwan Bin Abu Karim
The Coordinator Practical Program
Faculty of Business Management
Universiti Teknologi MARA
Malacca City Campus,
110Off Jalan Hang Tuah,
75300 Malacca.

Dear Sir,

SUBMISSION OF PROJECT PAPER

Attached is the project paper titled 'NEGOTIATION PROCESS IMPLEMENT BY ORGANIZATION' to fulfill the requirement as needed by the Faculty of Business Management, University Technology MARA.

Thank you.

Yours sincerely,

(SITI NUR AZALINA BINTI SUHAIMI)

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Bachelor of Business Administration (Hons) International Business

ABSTRACT

This study is to examine the factors causing the negotiations process implement by the SapuraCrest Petroleum Berhad. This study aimed to focus on the factors that will affect the successful of negotiation session in SapuraCrest while can reduce the shortage of expatriate in Sapura company.

This study will determine the negotiation process that implement by Sapura which to improve their negotiation session. In the other hand, this study will highlight the process that may need some improvement for the negotiation activity in order to achieve 100 percent successful in recruiting an expatriate.

Based on the all variables, the qualitative study will be done by focusing to the content analysis in order to gather the data. The source of data will focus on the interview and observation which is related to the study. After all data has been gathered, it will be interpreted to make it sense for supporting the problems identified.

The findings from this study will provide information that can be use for further investigation in the same nature of study or industry.