

QUICK VIEW

Former Safaricom CEO Michael Joseph, credited with development of M-Pesa, has been ranked third in the inaugural edition of the Business Insider 100: The Creators list. The ranking recognises business leaders who have harnessed the power of capitalism.



TIP OF THE DAY

REGULATE YOUR EMOTIONS DURING A NEGOTIATION

You're in the middle of a heated negotiation with your colleague. You want to come across as confident, but inside you feel timid. During these difficult situations, there are actually two conversations happening at the same time. One is obvious: It's the conversation you're having with someone else.

To negotiate successfully, you need to question your position in both conversations. When you're negotiating with someone else, look beyond your stated position to find commonalities. And when you're negotiating with yourself, your "position" might be that you're unwilling to be more assertive.

Dig a little deeper and ask yourself why. Is it an emotional challenge? Are you afraid of being assertive? Or is it a skill-based challenge? Getting to the bottom of why you're unwilling to step outside your comfort zone is the first step in becoming a better negotiator.

TOURISM BOOST



Tourists arrive at the Moi International Airport in Mombasa from Poland on Thursday / JOHN CHESOLI

Giant Travel group TUI resumes charter flights

The firm is expected to bring in up to 2,200 tourists from Poland after the state announced a Sh1.2 billion incentive package

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London Stock Exchange-listed TUI Travel has officially resumed flights to Mombasa two years after it pulled out, landing the recovering tourism sector a boost.

The giant leisure travel group had stopped operations on the route in May 2014, citing reports of al Shabab-linked terror attacks in some of the key sites of the country.

On Thursday evening, however, small Planet Charter Airline - operated by TUI Travel Poland - landed at

the Moi International Airport Mombasa with 186 tourists.

"This is the first TUI charter flight to Mombasa two years after they pulled out of the country," Tourism Cabinet secretary Najib Balala said when he welcomed the airline back. "We are happy now that TUI is back and these are signs that we are on the right path of tourism recovery."

Last December, the government announced a Sh1.2 billion incentive package for charter flights at Mombasa and Malindi airports effective January this year.

This was in a bid to recover lost business from tourist charter airlines which had fled following unend-

ing threats from the terror group, al Shabaab. Landing fees at the two airports were waived for two and a half years with a further passenger subsidy of \$30 (Sh3,040) per seat for international visitors disembarking in Kenya.

The company is expected to bring in 2,200 tourists from Poland.

He said the talks with Tui started in January this year and they have committed to bring in more guests into Kenya, a sign they have confidence in the country's security.

Balala said last year Kenya received only 4,000 arrivals through charter flights, but they are now optimistic they will receive more guests after Tui travel resumed its flight.