Negotiate with strategy, vision and confidence

- Recognise the importance of negotiation skills in the workplace and in everyday life
- Discover your personal negotiation style, and strategies to resolve conflict during a negotiation
- Investigate how non-verbal communication, persuasion, influence, and culture can impact a negotiation
- Use principled negotiation to respond to critical moments in negotiation simulations

THE AGENDA

Workshop

24 Jan | 9:00 - 4:30

Negotiation Essentials - Key factors and dynamics in negotiations

Practical methods to determine optimum success

Principles of Persuasion and Influence

 Explore persuasive communication styles and key approaches to framing your idea

Taking things to the next level - Negotiation Simulations and debrief

Action planning - what will you implement?

YOUR FACILITATOR

Michael Collins is one of the region's leading talent, leadership and change experts with over 25 years of experience in roles spanning Australia, New Zealand and Asia. He is a trusted adviser, thought leader and seasoned practitioner in the field of leadership assessment and development, in particular he specialises in identifying and discovering high potential leaders, differentiating leadership talent, neuropsychology and organisational change.



Michael Collins
High Potential Officer
Hipotential

GROUP DISCOUNTS

5 - 9 Attendees

10%

10 - 14 Attendees

15%

15 - 19 Attendees

20%

20+ Attendees

25%

BOOK NOW AND SAVE

Rapid Action

Save **\$400**

Ends 21 October

Value Plus

Save **\$300**

Ends 9 November

Super Saver

Save **\$200**

Ends 30 November

Early Bird

Save \$100

Ends 23 December



Negotiation and Influence Skills Workshop 24 Jan 2023 | Virtual

BOOKING FORM

Event Reference: NGSW0123A - O Priority Code: I

<i>i</i> Registrat	ion Information	1						
Organisation Nam	e							
Address			Suburb			State	Postcode	
Booking Contact I	nformation							
Title Full Name			Position Email				Phone	
E Delegate	Information							
# Title Full Name or TBA		ЗА	Position			Email		
1								
2								
3								
4								
5								
6								
8								
9								
10								
Pricing								
Fricing								
Ends 21 October End			s 9 November End		November	Ends 23 December	er	
Rapid Action Save \$400		Value Plus Save \$300		Super Saver Save \$200		Early Bird Save \$100	Standard Rate	
\$1295 +gst = \$14	424.50	1395 +gst = 9	\$1534.50	\$1495 +gs	t = \$1644.50	\$1595 +gst = \$1754.5	\$1695 +gst = \$1864.50	
GROUP 5	5 - 9 attendees	10 - 14 atte		19 attendees	20+ attendees 25%	No. of Attendees	Total incl. GST	
Conditions: Group Discounts apply for bookings made simultaneously. Only one discount applies. Group discounts apply to standard rates only. Group discounts are not applicable to Rapid Action, Value Plus, Super Saver and Early Bird rates. Discounts cannot be applied retrospectively and must be claimed at the time of booking. Liquid Learning Group reserves the right to have sole discretion on an organisation's eligibility for discounts. Note: All prices listed in Australian Dollars. Course materials included. Registration Options are per person only.								
Payment	Details					Payn	ment is required prior to attending this event	
Credit Card			Credit Card Details - Please charge my credit card for this registration: Card Type			Electronic Funds Transfer (EFT) Please transfer funds directly to:		
Cheque (payable to Liquid Learning Group Pty Ltd)			Note: 2% surcharge applies to American Express payments Learning Group Pty I BSB: 032 002					
☐ Electronic Funds Transfer			Card Number Expiry Account No: 407 273 SWIFT Code: WPACAU2S					
Please invoice me:			CVV Full Name as on card					
		Cardh	older's Contact N	umber	Signature X		Please quote ref NGSW0123A - O – and registrant name	
Authority	,				Auth	norising Manager's Details: T	This registration is invalid without a signature	
Name		Positio	n			Phone		
Email						Signature X	Date	
	Email this fo	orm to: re	gistratio	n@liquidlea	rning.com.au	or Call us on: +	61 2 8239 9711	

Registration Policy If you are unable to attend this event, you may send a substitute delegate in your place at no additional cost. Please advise us of any substitutions as soon as possible. Alternatively, you may transfer your registration to another event run by Liquid Learning Group Pty Ltd. A 10% service fee may apply. By confirming your registration you commit to pay the registration investment in full. Should you wish to cancel your registration, please notify us in writing as soon as possible and a credit note will be issued valid for use towards any future event held by Liquid Learning Group Pty Ltd in the twelve months following the date of issuance. Cancellation notifications received less than 14 days from the event running will receive a credit note to the value of the registration fee less a service fee of \$400 plus GST. Liquid Learning Group Pty Ltd does not provide refunds for cancellation. If your invoice is yet to be paid and you wish to cancel, payment must be processed and a credit note will be issued following receipt. The prices above are based on one person per registration. It is not possible for multiple people to attend within any day of the event on a single registration. Split tickets, i.e. a different person attending each day of the event, can be arranged. A fee will apply. Please call us for details.

Liquid Learning Group Pty Ltd takes all care to produce high quality events that deliver as promised. All advertised details are correct at time of publishing. However, when circumstances beyond our control prevail, we reserve the right to change program content, facilitators or venues. We also reserve the right to cancel, reschedule or alter event delivery from physical to virtual if circumstances arise whereby performance of the event is no longer feasible or legal. Liquid Learning Group Pty Ltd will not be responsible for any loss or damage arising from any changes to, cancellation, or rescheduling of an event. If an event is cancelled or rescheduled, Liquid Learning Group Pty Ltd will make every effort to contact every registered delegate. If an event is cancelled or you are unable to attend the rescheduled event you will be issued with a credit note valid for use towards any future Liquid Learning Group Pty Ltd event held in the twelve months following date of issuance.

Disclaimer Liquid Learning Group Pty Ltd has taken due care in selecting qualified professionals as its authors and course facilitators. The information provided by course facilitators is not produced by Liquid Learning Group Pty Ltd and should not be regarded as advice. Liquid Learning Group Pty Ltd

accepts no responsibility for reliance on such information and recommends that its clients seek further professional advice.

Privacy Statement Liquid Learning Group Pty Ltd is committed to your privacy. All information collected on this registration will be held in the strictest of confidence and in accordance with the Privacy Act 1988. Liquid Learning Group Pty Ltd will add your information to a secure database. This will be used primarily to contact you for ongoing research, product development and notice of future events and services offered by Liquid Learning Group Pty Ltd. Occasionally you may receive information from organisations associated with Liquid Learning Group Pty Ltd. If you do not wish to receive such information please advise a Liquid Learning representative.

To update or have your details deleted please advise our Database team at Liquid Learning Group Pty Ltd, Level 9, 80 Clarence Street, Sydney NSW 2000, PH: +61 2 8239 9700, email: database@liquidlearning.com.au

© 2022 Liquid Learning Group Pty Ltd ACN 108 415 354