

Negotiation and Influence Skills Workshop

24 Jan | Virtual

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%

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