

Negotiation & Influence Skills Workshop

22 Mar | 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

22 Mar | 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

3 - 4 Attendees

10%

5 - 7 Attendees

15%

8 - 9 Attendees

20%

10+ Attendees

25%

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Call +61 2 8239 9711 Priority Code - I

Negotiation and Influence Skills Workshop

22 March 2023 | Virtual

BOOKING FORM

Event Reference: NGSW0323A - O

Priority Code: I

Registration Information

Organisation Name

Address Suburb State Postcode

Booking Contact Information

Title Full Name Position Email Phone

Delegate Information

#	Title	Full Name or TBA	Position	Email
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

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Super Saver
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GROUP DISCOUNTS

3 - 4 attendees
10%

5 - 7 attendees
15%

8 - 9 attendees
20%

10+ attendees
25%

No. of Attendees

Total incl. GST

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