



Contract Negotiation Skills

AG

PROGRAM OVERVIEW

Overview	Effective contract negotiation helps to ensure the efficiency of public sector agreements. This workshop navigates the balance between legal enforcement of contractual rights and managing relationships with the other party. Following a brief review of commercial terms and conditions, participants apply a framework for resolving contractual performance issues and disputes.
Who is it for?	Individuals who deal with suppliers, contractors and vendors including procurement and contract management staff
Duration	1 day
Delivery	Face-to-face training workshop Work-based activities, including presentations, group work and case studies
Learning Outcomes	<ul style="list-style-type: none">• Identify different negotiation approaches and apply the appropriate tactic to individual circumstance and context• Recognise the importance of legal rights and obligations in contracts• Understand the importance of personal relationships and the limitations of relying solely on contracts to deliver value for money• Learn and apply major skills required to be effective in a negotiation• Identify and implement behaviours and thinking to be successful in a negotiation• Understand what makes a good agreement for the participant, their agency and the other party• Increase confidence and develop an extensive negotiation plan to more effectively direct negotiations and conflict resolution• Understand the alternative dispute resolution (ADR) options and how each can be effectively applied

Please contact us on 1300 950 251 for further information and booking enquiries.



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