



Negotiation Masterclass

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PROGRAM OVERVIEW

Overview	This comprehensive and highly practical workshop will provide participants with multiple opportunities to test their negotiation skills and build upon these in a structured sequence of learning and application. The key ingredients to successful negotiation are described and a robust yet flexible negotiation framework applied to a variety of different negotiation contexts.
Who is it for?	Individuals seeking to build on their existing negotiation skills and learn new techniques to negotiate successful outcomes in a variety of contexts
Duration	3 days
Delivery	Face-to-face training workshop Work-based activities, including presentations, group work and case studies
Learning Outcomes	<ul style="list-style-type: none">• Learn to negotiate more effectively during conflict• Recognise and understand negotiation styles• Apply a repeatable negotiation process• Assess concessions and identify priorities• Employ effective trading and bargaining techniques• Apply improved skills to team negotiation activities• Improve time efficiency and effectiveness in negotiations• Identify tactics and develop strategies to deal with unethical conduct• Improve recognition and use of closing opportunities

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



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