

## NEGOTIATION PLUS

Negotiation is something we do every day, whether it be in relation to household chores, driving in traffic or sorting out project priorities. The paradox is that most of us have not been trained to wend our way through the complexities, with the result being that most are fearful or reticent to negotiate. This program will provide participants with the core framework and tools to prepare and execute an effective negotiation strategy, in order to arrive at a beneficial outcome.

### Content

- Understanding the 'Win-Win' negotiation framework.
- The power of preparation.
- Identifying the needs of the other.
- Generating options for mutual benefit.
- The art of compromise.
- Negotiation in a global context.

### Outcomes

- Participants will have the skills and tool to plan their next negotiation, execute their strategy and act with greater confidence to achieve a beneficial outcome.
- Be able to maintain relationships with key colleagues and suppliers.

### Who Should Attend

Middle and senior managers who are having to negotiate with staff, consultants or contractors. This course is a valuable addition for those who have completed, or are intending to complete the [Pathway to SAES program](#).

### Benefits to you and your organisation

- Increased opportunity for positive negotiation outcomes
- Advanced networking capabilities
- Seeking 'Win-Win' scenarios
- More effective negotiation strategies

### Competency Framework

Middle Manager Common  
(ASO6-AS08-MAS03)

### Facilitator

Scott Way

### Contact

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08 8212 7555

### Duration

1 half day  
9:00am-12:30pm  
8:45am registration

### Dates & Bookings

[Please refer here](#)

### Location

Level 6, 12 Pirie Street  
Adelaide SA 5000

### Inclusions

Workbook, morning tea  
and refreshments

### Costs

Professional Members \$260  
State Gov Members \$295  
Corporate Members \$305  
Non-Member \$325

