

# Negotiation Plus

## Overview

Negotiation is something we do every day...to varying degrees.... 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 that most are fearful or at least reticent to negotiate. 'Negotiation Plus' 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. The course will draw from the tried and proven methods of Covey, Fisher and Ury, all of whom advocate the importance of separating the person from the problem.

## Competency Framework:

Middle Manager Common  
(ASO6 – ASO8 – MAS03)

## Facilitator:

Scott Way

## Duration:

1 half day  
9:00am – 12:30pm  
(8:45am registration)

## Dates:

[05 November 2018](#)

## Location:

Level 6, 12 Pirie Street  
Adelaide SA 5000

## Inclusions:

Comprehensive workbook, morning tea and refreshments.

## Cost:

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

## Contact:

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## Content

Topics to be covered include:

- 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 have the opportunity to:

At the conclusion of the program participants will have the wherewithal to plan their next negotiation, execute their strategy with greater confidence and arrive at a beneficial outcome, while still maintaining relationships with key colleagues and suppliers.

## Who should attend?

The course will best suit middle and senior managers who are having to negotiate with staff, consultants and contractors. It will assist with managing teams, performance management, project management and procurement.

## Benefits to you and your organisation

- Increased opportunity for positive negotiation outcomes
- Advanced networking capabilities
- Seeking 'win-win' scenarios in interactions with staff and other organisations
- More effective negotiation strategies

## Pathways:

This course is a valuable addition for those who have completed the **SAES** program or for those working towards executive and higher management roles.