



NEGOTIATION PLUS

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

- You will gain the skills and tool to plan your next negotiation, execute your 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

[Emerging Executives Development Series.](#)

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-MA503)

Facilitator

Scott Way

Register

www.sa.ipaa.org.au
enquiries@sa.ipaa.org.au
08 8212 7555

Duration

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

Dates & Bookings

See [IPAA SA website](#)

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

