

NEGOTIATION SKILLS

CREATE VALUE IN
YOUR NEGOTIATIONS

SHORT PROGRAMS

NEGOTIATION SKILLS

Learn the strategies and behaviours of effective negotiations with constructive outcomes.

Program date /
Wednesday 25 September 2019 – 9am to 5pm

Location / Norman Waterhouse Lawyers,
Level 11, 431 King William Street, Adelaide

Who should attend /
Coordinators, Team Leaders, Managers, Executives

Investment /
Member \$420 + GST = \$462.00
Non - Member \$525 + GST = \$577.50

Register online /
www.lgprofessionalssa.org.au/event-3494374

Registrations close / Wednesday 11 September 2019

Overview

Negotiation is a key skill for leaders and professionals, but few people have had any formal training in it. In the workplace, negotiations range from the formal to the informal, from short in length to those that take place over the course of months or years, from those that prioritise outcomes to those that prioritise relationships, from the very competitive to the very collaborative. This program is designed to help professionals gain an insight into their current negotiation behaviours and preferences, to understand the fundamental framework for all negotiations and to develop the skills and micro-skills that are necessary to navigate through the range of negotiations they face in the workplace.

Key Learnings

At the end of this program you will be able to:

- ∴ Outline the differences between types of negotiation and the different strategies and skills needed to be influential in each
- ∴ Understand the underpinning framework for all negotiations
- ∴ Use your understanding of the role of emotion and pressure to engage other people and build relationships that lead to constructive negotiation outcomes
- ∴ Be able to adapt their skills to suit the type of negotiation in which they are involved



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CONTACT US
to run this program
IN-HOUSE

NEGOTIATION SKILLS



Program Facilitator

Gary Edwards

Gary is a keynote speaker, coach and consultant who takes business leaders, sales people, entrepreneurs and service staff 'behind the smoke and mirrors' to show them how to build their ability to influence their future.

As a lawyer, magician, negotiator, comedian and speaker, Gary is an expert in the art and science of influence – the key ability that businesses will need to navigate a future where nothing is quite as it seems.

For the past 20 years, Gary has worked with business leaders, entrepreneurs, sales people and service teams who want to survive the challenges of change and build successful, sustainable businesses.

Gary is a member and former State President of Professional Speakers Australia, a member of the Global Speakers Federation, and conducts research at the leading edge of trust-based influence as it applies to leadership, sales and change.

About Local Government Professionals Australia, SA

Local Government Professionals Australia, SA is a not-for-profit member based association representing professionals working in local government in South Australia. We have the ability to link and connect people from different councils who may not otherwise form relationships or share with each other. Our high quality professional development programs and networking events are uniquely local government – reflective of the culture of the sector and sensitive to the needs of its professionals. The content of our events and programs are informed by our members and people who genuinely care about the sector. We provide a safe and supportive environment in which to grow and learn while creating opportunities to make time away from the office to work on the business or on self. We award and acknowledge achievements of excellence.

Developed by the sector, for the sector

All proceeds from our programs are directly reinvested to further develop the local government sector through continued support of professional networks, events and learning and development initiatives for local government professionals.



More Information

All program queries can be directed to **Kate Staples**, Manager Professional Development and Networks at kate@lgprofessionalssa.org.au or **(08) 8291 7996**.

This program is open to registrations from LG Professionals, SA members, council employees and employees of regional subsidiaries.

A cancellation policy applies. Please view at: www.lgprofessionalssa.org.au/about-us