Negotiate with strategy, vision and confidence

- · Recognise the importance of negotiation skills in the workplace and in everyday life
- Discover your personal negotiation style, and strategies to resolve conflict during a negotiation
- Investigate how non-verbal communication, persuasion, influence, and culture can impact a negotiation
- Use principled negotiation to respond to critical moments in negotiation simulations

THE AGENDA

Workshop

30 NOV | 9:00 - 4:30

- Understand negotiation fundamentals
- Lean practical techniques for optimum
- Principles of persuasion and influence
- Take things to the next level

YOUR FACILITATOR

Noa Sheer is a negotiation consultant and scholar who brings research-based methods in negotiation to experienced negotiators in the public and private sectors. Noa designs negotiation protocols and "playbooks" bespoke to corporations, delivers negotiation training and facilitates key negotiations between organisations. Some noted clients include the Australian Trade Union Institute, UBER, NSW Health, Australian Department of Defence, Bank of New York Mellon, Westpac, Google, Hubspot, Royal Hospital for Women, Deloitte and Elders Real Estate. Noa is the owner of the consultancy Sheer Negotiations, a sessional lecturer at the UNSW School of Business and the Australian Graduate School of Management.



Noa Sheer Negotiation Consultant Sheer Negotiations

GROUP DISCOUNTS

3 - 4 Attendees

10%

5 - 7 Attendees

15%

8 - 9 Attendees

20%

10+ Attendees

25%

BOOK NOW AND SAVE

Rapid Action

Save \$800

Ends 25 Aug

Value Plus

Save \$600

Ends 15 Sep

Super Saver

Save \$400

Ends 6 Oct

Early Bird

Save \$200

Ends 27 Oct



Negotiation and Influence Skills Workshop

30 Nov 2023 | **Online**

BOOKING FORM Event Reference: NGSW1123A - O Priority Code: I

G					
Organisation N	lame				
Address			Suburb	State	Postcode
Booking Conta	ct Information				
Title Full Name Position		Email	Phon	е	
■ Delega	ate Information				
# Title Full Name or TBA Position Email					
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
Pricing	9				
Ends 25 Aug		Ends 15 Sep	Ends 6 Oct	Ends 27 Oct	
Rapid Action		Value Plus	Super Saver	Early Bird	Standard
Save \$800		Save \$600	Save \$400	Save \$200	Rate
\$999 +gst =	\$1098.90	\$1199 +gst = \$1318.90	\$1399 +gst = \$1538.90	\$1599 +gst = \$1758.90	\$1799 +gst = \$1978.90
GROUP	3 - 4 attendees		- 9 attendees 10+ attendees	No. of	Total
DISCOUNTS	10%	15%	20% 25%	Attendees	incl. GST
Early Bird rates. Discount	s cannot be applied retros		plies. Group discounts apply to standard rates only e of booking. Liquid Learning Group reserves the r e per person only.		
Pavme	ent Details			Pavment i	is required prior to attending this event
— 1.3,		Cuadia Cand Dataila Dis	and the same and the same for the same state and		
☐ Credit Card Credit Card Details - Please charge my credit card for this r Card Type ☐ Visa ☐ MasterCard ☐ American Expr			_	Plea Wes	tronic Funds Transfer (EFT) se transfer funds directly to: tpac Account Name: Liquid
Cheque (payable to Liquid Learning Group Pty Ltd) Note: 2% surcharge applies to American Express payments				BSB:	ning Group Pty Ltd : 032 002 ount No: 407 273
Electronic Funds Transfer Please invoice me: Card Number				Expiry / SWII	FT Code: WPACAU2S
Purchase Order No. #		CVV Full Na	CVV Full Name as on card		punt
		Cardholder's Contact Nu	_		se quote ref NGSW1123A - O registrant name
			X		
Author	rity		Au	thorising Manager's Details: This re	gistration is invalid without a signature
Name		Position		Phone	
Email				Signature X	Date
	Email+bie	form to registration	Aliquidlearning core		9279 9711
	Email this	Torm to: registration	n@liquidlearning.com.a	u or Call us on: +61 2	8239 9711
Registration Policy If you			ng Group Pty Ltd takes all care to produce high qu		for reliance on such information and recommends

substitute delegate in your place at no additional cost. Please advise us of any substitutions as soon as possible. Alternatively, you may transfer your registration to another event run by Liquid Learning Group Pby Ltd. A 10% service fee may apply. By confirming your registration you commit to pay the registration investment in full. Should you wish to cancel your registration, please notify us in writing as soon as possible and a credit note will be issued valid for use towards any future event held by Liquid Learning Group Pty Ltd in the twelve months following the date of issuance. Cancellation notifications received less than 14 days from the event running will receive a credit note to the value of the registration fee less a service fee of \$400 plus GST. Liquid Learning Group Pty Ltd does not provide refunds for cancellation. If your invoice is yet to be paid and you wish to cancel, payment must be processed and a credit note will be issued following receipt. The prices above are based on one person per registration. It is not possible for multiple people to attend within any day of the event on a single registration. Split tickets, i.e. a different person attending each day of the event, can be arranged. A fee will apply, Please call us for details.

Liquid Learning Group Pty Ltd takes all care to produce high quality events that deliver as promised. All advertised details are correct at time of publishing. However, when circumstances beyond our control prevail, we reserve the right to change program content, facilitators or venues. We also reserve the right to cancel, reschedule or alter event delivery from physical to virtual if circumstances arise whereby performance of the event is no longer feasible or legal. Liquid Learning Group Pty Ltd will not be responsible for any loss or damage arising from any changes to, cancellation, or rescheduling of an event. If an event is cancelled or rescheduled, Liquid Learning Group Pty Ltd will make every effort to contact every registered delegate. If an event is cancelled or you are unable to attend the rescheduled event you will be issued with a credit note valid for use towards any future Liquid Learning Group Pty Ltd event held in the twelve months following date of issuance.

Disclaimer Liquid Learning Group Pty Ltd has taken due care in selecting qualified professionals as its authors and course facilitators. The information provided by course facilitators is not produced by Liquid Learning Group Pty Ltd and should not be regarded as advice. Liquid Learning Group Pty Ltd

Privacy Statement Liquid Learning Group Pty Ltd is committed to your privacy. All information collected on this registration will be held in the strictest of confidence and in accordance with the Privacy Act 1988. Liquid Learning Group Pty Ltd will add your information to a secure database. This will be used primarily to contact you for ongoing research, product development and notice of future events and services offered by Liquid Learning Group Pty Ltd. Occasionally you may receive information from organisations associated with Liquid Learning Group Pty Ltd. If you do not wish to receive such information please advise a Liquid Learning representative.

To update or have your details deleted please advise our Database team at Liquid Learning Group Pty Ltd, Level 9, 80 Clarence Street, Sydney NSW 2000, PH: +61 2 8239 9700, email: database@liquidlearning.com.au

© 2023 Liquid Learning Group Pty Ltd ACN 108 415 354