

Negotiation and Influence Skills

30 Nov | Online

Workshop



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
- Learn practical techniques for optimum success
- 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%

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