

Negotiation and Influence Skills

6 Dec | Cliftons Melbourne

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

6 DEC | 9:00 - 4:30

- Understand negotiation fundamentals
- Learn practical techniques for optimum success
- Principles of persuasion and influence
- Create an action plan - Implement strategies for future negotiations

YOUR FACILITATOR

Noa Sheer is a negotiation consultant, expert and scholar who brings research-based methods in negotiation planning and persuasion to experienced negotiators in industries such as tech, construction, real estate, banking & finance, and the public sector. Noa designs negotiation protocols and “playbooks” bespoke to organisations, delivers negotiation training and represents C-suite clients in high stakes negotiations.



Noa Sheer
Negotiation Consultant
Sheer Negotiations

GROUP DISCOUNTS

5 - 9 Attendees

10%

10 - 14 Attendees

20%

15 - 19 Attendees

25%

20+ Attendees

30%

BOOK NOW AND SAVE

Rapid Action

Save \$800

Ends 6 Sep

Value Plus

Save \$600

Ends 22 Sep

Super Saver

Save \$400

Ends 18 Oct

Early Bird

Save \$200

Ends 3 Nov

Call +61 2 8239 9711 Priority Code - I

