# Master negotiation strategies and enhance resilience for optimal outcomes

- · Learn the power of assertiveness and negotiation for effective influence and leadership
- Discover the art of assertive communication through active listening and body language
- · Develop techniques to express opinions, set boundaries, and resolve conflicts with finesse
- · Apply strategies in real cases, engage in simulations, and create actionable negotiation plans

#### THE AGENDA

### Workshop

4 DEC | 9:00 - 4:30

- Understand the importance and key characteristics of assertiveness
- Techniques for effective assertive communication
- Negotiation essentials and strategies for women
- Elevating performance analyse, plan, excel

#### 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**

3 - 4 Attendees

10%

5 - 7 Attendees

15%

8 - 9 Attendees

20%

10+ Attendees

25%

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## Women in Leadership Series: Assertiveness and Negotiation Skills Workshop 4 Dec 2023 | Sydney

BOOKING FORM Event Reference: WNGS1223A - S Priority Code: I

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