

Advanced Negotiation Skills

20 Feb | Online

Workshop

Navigate complex negotiations - advanced techniques for superior outcomes

- Improve your ability to express your needs and interests effectively
- Develop strategies for finding creative solutions in complex negotiations
- Learn how to manage and resolve conflicts constructively
- Build your confidence to make informed choices that align with your negotiation goals

THE AGENDA

Workshop

20 FEB | 9:00 - 4:30

- Negotiating with interpersonal proficiency
- Your voice, your way - power and persuasion strategies
- Mastering difficult negotiation situations
- Applying advanced negotiation skills in real life

YOUR FACILITATOR

With 35 years of experience, Fiona has transformed businesses globally. Notably, she served as Sales Director at Unilever, Head of Beverages at RFG, and National Strategy Manager at Coca-Cola Amatil, earning recognition as an Exceptional Leader. Fiona excels in negotiations and supplier issue resolution. She now specialises in negotiation, strategy execution, leadership, and executive coaching through Dial Consulting. Fiona's programs, rooted in neuroscience and change management, drive lasting behavioural change and improved business performance.



Fiona Maggs
Principal
Dial Consulting

GROUP DISCOUNTS

3 - 4 Attendees

10%

5 - 7 Attendees

15%

8 - 9 Attendees

20%

10+ Attendees

25%

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