

# Negotiation and Influence Skills

27 May | Cliftons Sydney

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

27 MAY | 9:00 - 4:30

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

### YOUR FACILITATOR

Fiona boasts a 35-year track record of transforming businesses, from global giants like Unilever to startups. Notably, she served as Sales Director at Unilever, Head of Beverages at RFG, and National Strategy Manager at Coca-Cola Amatil, earning accolades as an Exceptional Leader. Fiona excels in negotiations, supplier issue resolution, complex network restructuring, and consensus-building for IT projects. She now focuses on Dial Consulting, offering expertise in negotiation, strategy execution, leadership, and executive coaching. Fiona's programs, steeped in neuroscience and change management principles, drive lasting behavioral change and improved business performance.



Fiona Maggs  
Principal  
Dial Consulting

### GROUP DISCOUNTS

3 - 4 Attendees

10%

5 - 7 Attendees

20%

8 - 9 Attendees

25%

10+ Attendees

30%

### BOOK NOW AND SAVE

Rapid Action

Save \$500

Ends 19 Jan

Value Plus

Save \$300

Ends 9 Feb

Super Saver

Save \$200

Ends 8 Mar

Early Bird

Save \$100

Ends 5 Apr

Call +61 2 8239 9711 Priority Code - I

# Negotiation and Influence Skills Workshop

27 May 2024 | Cliftons Sydney

# BOOKING FORM

Event Reference: NGSW0524A - S

Priority Code: I

## Registration Information

Organisation Name

Address Suburb State Postcode

Booking Contact Information

Title Full Name Position Email Phone

## Delegate Information

#	Title	Full Name or TBA	Position	Email
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

## Pricing

Ends 19 Jan

**Rapid Action**  
Save \$500

\$1299 +gst = \$1428.90

Ends 9 Feb

**Value Plus**  
Save \$300

\$1499 +gst = \$1648.90

Ends 8 Mar

**Super Saver**  
Save \$200

\$1599 +gst = \$1758.90

Ends 5 Apr

**Early Bird**  
Save \$100

\$1699 +gst = \$1868.90

**Standard Rate**

\$1799 +gst = \$1978.90

**GROUP DISCOUNTS**

3 - 4 attendees  
**10%**

5 - 7 attendees  
**20%**

8 - 9 attendees  
**25%**

10+ attendees  
**30%**

No. of Attendees

Total incl. GST

**Conditions:** Group Discounts apply for bookings made simultaneously. Only one discount applies. Group discounts apply to standard rates only. Group discounts are not applicable to Rapid Action, Value Plus, Super Saver and Early Bird rates. Discounts cannot be applied retrospectively and must be claimed at the time of booking. Liquid Learning Group reserves the right to have sole discretion on an organisation's eligibility for discounts.  
**Note:** All prices listed in Australian Dollars. Course materials included. Registration Options are per person only.

## Payment Details

Payment is required prior to attending this event

- Credit Card
- Cheque (payable to Liquid Learning Group Pty Ltd)
- Electronic Funds Transfer
- Please invoice me:
- Purchase Order No. #

Credit Card Details - Please charge my credit card for this registration:

Card Type  Visa  MasterCard  American Express

Note: 2% surcharge applies to American Express payments

Card Number             Expiry  /

CVV    Full Name as on card

Cardholder's Contact Number

Signature

X

Electronic Funds Transfer (EFT)

Please transfer funds directly to:  
Westpac Account Name: Liquid Learning Group Pty Ltd  
BSB: 032 002  
Account No: 407 273  
SWIFT Code: WPACAU2S

Amount

Please quote ref NGSW0524A - S and registrant name

## Authority

Authorising Manager's Details: This registration is invalid without a signature

Name Position Phone

Email Signature Date

X

Email this form to: [registration@liquidlearning.com.au](mailto:registration@liquidlearning.com.au) or Call us on: +61 2 8239

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