

# Negotiation and Influence Skills

20 Jun | 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

20 JUN | 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

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%**

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