

Advanced Negotiation Skills

30 Jul | 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

30 JUL | 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

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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