

Negotiation and Influence Skills

15 Jul | QT Perth

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

15 JUL | 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

Natalie has over 20 years' experience and a wide range of skills and experience in driving improved organisational performance. Her passion is to partner with leaders who want to improve employee engagement, performance and productivity so that great talent is motivated and retained. Natalie has been working and consulting in the public sector (WA state, local and federal) since 2008, having transitioned from corporate senior management roles (NAB, Ansett). Natalie also works as a leadership coach and strategic facilitator in her own business and undertakes pro bono work in several not-for-profit organisations.



Natalie Lincolne
Strategic Performance Consultant & Coach
Incredible People Pty Ltd

GROUP DISCOUNTS

3 - 4 Attendees

10%

5 - 7 Attendees

20%

8 - 9 Attendees

25%

10+ Attendees

30%

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