## 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
- Lean 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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Ends 28 Jun



# Negotiation and Influence Skills Workshop 15 Jul 2024 | QT Perth

**Registration Information** 

**BOOKING FORM**Event Reference: NGSW0724A - P
Priority Code: I

Organisation Na	ame						
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Booking Contac	et Information						
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Ends 12 Apr En		Ends 10 May	ds 10 May Ends <b>7</b> Jun		Ends 28 Jun		
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<b>\$1199</b> +gst =	\$1318.90	<b>\$1399</b> +gst = \$1538.90	<b>\$1599</b> +gst = \$1758	.90 <b>\$1799</b> +gst = \$	1978.90 <b>\$1999</b> +gst	= \$2198.90	
GROUP DISCOUNTS	3 - 4 attendees 10%	5 - 7 attendees 8 - <b>20</b> %		No. of Attendees	Total incl. GST		
Early Bird rates. Discounts	s cannot be applied retrosped	e simultaneously. Only one discount app ctively and must be claimed at the time erials included. Registration Options are	of booking. Liquid Learning Group	ard rates only. Group discounts are not a eserves the right to have sole discretion o	oplicable to Rapid Action, Value Plus, Super on an organisation's eligibility for discounts.	Saver and	
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Cheque (payab	ole to Liquid Learning Group	Pty Ltd)	Note: 2% surcharge applies to American Express payments				
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