

Negotiation & Influence Skills for Government

26 Sep | Online



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 Government negotiation simulations

THE AGENDA

Workshop

26 SEP | 9:00 - 4:30

- Negotiation essentials for government
- Principles of persuasion and influence
- Taking things to the next level - Negotiation simulations and debrief

YOUR FACILITATOR

One of the region's leading talent, leadership and change experts with over 25 years experience in roles spanning Australia, New Zealand and Asia. Serving in executive roles within the Australian Defence Force and Coca-Cola Amatil. Michael is a trusted adviser, thought leader and seasoned practitioner in the field of leadership assessment and development, armed with academic credentials including an MBA and a PhD in neurocognitive leadership, he blends practical experience with scholarly insight in his role as a trusted adviser and thought leader.



Michael Collins
High Potential Officer
Hipotential

GROUP DISCOUNTS

3 - 4 Attendees

10%

5 - 7 Attendees

20%

8 - 9 Attendees

25%

10+ Attendees

30%

BOOK NOW AND SAVE

Rapid Action

Save \$600

Ends 28 Jun

Value Plus

Save \$400

Ends 19 Jul

Super Saver

Save \$200

Ends 7 Aug

Early Bird

Save \$100

Ends 30 Aug

Call +61 2 8239 9711 Priority Code - I

