

# Women in Leadership Series: Assertiveness & Negotiation Skills

21 Oct | Sydney

Workshop

## Master negotiation strategies and enhance resilience for optimal outcomes

- Learn the power of assertiveness and negotiation for effective influence and leadership
- Discover the art of assertive communication through active listening and body language
- Develop techniques to express opinions, set boundaries, and resolve conflicts with finesse
- Apply strategies in real cases, engage in simulations, and create actionable negotiation plans

### THE AGENDA

#### Workshop

21 OCT | 9:00 - 4:30

- Understand negotiation fundamentals
- Learn practical techniques for optimum success
- Principles of persuasion and influence
- Techniques for effective assertive communication
- Negotiation essentials and strategies for women
- Elevating performance - analyse, plan, excel

### YOUR FACILITATOR

Karen is one of Australia's leading executive management development specialists who has worked with thousands of executives to transition them into senior leadership roles quickly and effectively. She is an Organisational Psychologist passionate about people's success and facilitating their careers to rise. She teaches Organisational psychology at UNSW and works with ASX listed companies and large public sector organisations to drive engagement, inclusion, and performance.



**Dr Karen Whittingham**  
Director  
Impact Psychology Pty Ltd

### GROUP DISCOUNTS

3 - 4 Attendees

**10%**

5 - 7 Attendees

**20%**

8 - 9 Attendees

**25%**

10+ Attendees

**30%**

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