Develop a comprehensive, practical approach to negotiation and influence

This highly interactive and practical program enables you to develop and implement sophisticated negotiation strategies that are critical to generating successful outcomes.

Drawing on multiple disciplines to understand, predict and work with perceptions, feelings and behaviours, you will learn how to master the techniques that influence outcomes, create value and generate agreement.

Guided by an overarching framework, you will develop, refine and apply skills to a range of different contexts and negotiation scenarios, from everyday negotiations to complex individual, team and multi-party negotiations.

Made for:
Individuals seeking to improve confidence and ability to negotiate and influence in all contexts; from everyday conflict to complex negotiations and deals.

Themes:
— Navigating complexity in negotiation
— Challenging limiting assumptions and their impact on your strategy
— Understanding, diagnosing and adjusting your strategy to manage behaviours
— Creating and claiming value in negotiations, with and without using power
— Managing negative behaviours, tactics and emotions
— Preparing, conducting and reviewing negotiation strategies

Sydney, UNSW CBD Campus, 2 Days
$3,575 (incl. GST)

This program will earn you two unit points towards the Certificate in Executive and Management Development (CEMD)

Available for in-house delivery
Outcomes
For the Individual:
Through developing, applying and reviewing skills based on real-world scenarios, participants will develop the confidence, capability and tools to:
— Identify and influence the hidden drivers in negotiations
— Negotiate through a range of scenarios with increasing complexity
— Understand, evaluate and apply a range of negotiation strategies
— Find, create and maximise value
— Proactively and strategically prepare for individual and team negotiations
— Continuously review and adapt technique and strategy to the context

For the Organisation:
Organisations will benefit from:
— Increased immediate and long term bottom-line value from improved negotiation, influence and relationship building
— Improved strategic foresight to identify and shape outcomes
— Reduced pollution from unnecessary disagreements, misunderstandings, surprises and friction
— Increased empowerment, proactivity and confidence of team members with a healthy negotiation mindset
— Improved scalability and execution through an informed, and systematic approach to negotiation that enables organisations to execute as a unified team.

Program Director - Filip Hron
Filip is a negotiation expert, lecturer and author. He is a negotiation facilitator at both AGSM @ UNSW Business School and a host of international business schools. Filip has been an expert consultant for several global negotiation companies, and collaborated with a range of renowned experts in international, commercial and crisis negotiation. In the process he has consulted on billion dollar negotiations, and trained and coached over ten thousand individuals from all corners of the world, including senior executive leadership across business, academia, government, judiciary, military and law-enforcement. His first book on negotiation, Negotiation Evolved, was co-authored by the former commanders of police hostage negotiation in NSW and Czech Republic. Filip is now working on his next book on Crisis Negotiation.

DEVELOPING EFFECTIVE NEGOTIATION AND INFLUENCING SKILLS

Approach to Learning

Building a healthy mindset by challenging limiting assumptions

Learning best practice theories for improved strategies

Practice for changing behaviour

Reflection for deep and continuous learning

To find out more
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