NEGOTIATING & INFLUENCING SKILLS

2 DAY MASTERCLASS

Designed for anyone wanting to improve their ability to negotiate successful outcomes. Recommended for Directors, CEO's, Agents, Legal Representatives, Managers, Supervisors, Leaders & Project Managers.

MEET OUR
PRESENTER

PETER RAFFLES
LL.B; M DISP RESOL (HONS); CERT. ARB.

Peter is qualified as a negotiation trainer with the Program on Negotiation at Harvard Law School, and current post-graduate lecturer in Negotiation and Dispute Management at the University of Technology, Sydney (UTS). He has over 20,000 hours experience as a mediator helping parties negotiate agreed outcomes.

TESTEMONIAL

"Peter Raffles teaching style is second to none. He is an exceptional and outstanding presenter/seminar leader, second to none that I have had in either my considerable work force or university experience. His seminars are very informative, well organised, well structured, and in addition are fun to participate in. The learning experience provided by Peter is first rate, and without doubt world class. I would be only too willing to attend further courses run by Peter, as he has set the high water benchmark par excellence and exceptional value for money in his field."

UNIVERSITY OF TECHNOLOGY, SYDNEY (UTS)

ABOUT
OUR WORKSHOP

NEGOTIATON IS BEST LEARNED BY DOING, AND SO THE WORKSHOP CONTENT IS HIGHLY EXPERIENTIAL.

NEGOTIATION PREPARATION

Understand that different contexts require different negotiation approaches – e.g. cross-cultural negotiations may have many dimensions; and negotiating a joint-venture is contextually different to negotiating a dispute. Explore how to seize the initiative and get to 'yes'.

MANAGE THE PROCESS AND EMOTIONS

Learn what negotiating in 'good faith' means, & how to deal with personal attacks & emotional dynamics.

CREATE AND SHARE THE PIE

Explore the 'mixed motive dilemma' and learn how to create value and ensure it is shared.

BUILD AN AGREEMENT AND CLOSE

Learn the importance of timing, how to build consensus (incl. multi-party negotiations), and how to overcome impasse.

19 - 20 FEBRUARY, 2024

The Mercure
Woolcock St, Townsville, QLD 4814

$1250 inc GST per person
includes all training materials & lunch

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