

Allan Parker Presents

Negotiator's Toolkit AUCKLAND

The two most talked about dynamics in the world of business are **creating productive change** and **leading people** easily and collaboratively through that **change**. The critical skills and success factors in **change** and **leadership** are **constructive negotiations** and **considered conversations** driven by **new thought processes**.

How skilfully we negotiate and create considered conversations is the number one success factor in the shifting from leadership to partnership

This 2-day program offers a new approach to **Negotiation Skills**. Many negotiation programs do not move beyond the standard bargaining mindset. This process, however, shifts to an approach that focuses on **four core negotiation principals**.

You will learn:

To think like a negotiator - Explore how your thinking impacts upon the negotiation process.

To strategise your negotiation - Identify and understand the impact of different strategies within a negotiation.

To communicate as an effective negotiator - Learn communication tools that will increase your effectiveness as a negotiator.

To build lasting relationships - Understand the importance of maintaining relationships while managing content and process.

Course Details

Date	27 th & 28 th June 2018
Time	9am to 5pm
Venue	Auckland – to be advised
Cost	To be advised
Register	+61 2 9331 7335 frontdesk@peakpd.com

More for all



Partnership



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