



NEGOTIATING CHANGE & LEADERSHIP

WITH ALLAN PARKER OAM

**INTERNATIONAL NEGOTIATOR,
EDUCATOR AND MICRO
BEHAVIOURAL SCIENTIST**

This program provides participants with frameworks and models specifically pertaining to managing change ie change in thinking, change in decision making, change in language usage (with an emphasis on agreement, relationship, choice and concrete description). It emphasises the difference between debate, discussion, dialogue, enquiry, exploration and discovery in the communication, negotiation and conversation process. It then explores the micro skills that turn debate into constructive negotiations and well considered, insightful conversations.



Brisbane - 17th April



Sydney - 18th April



INVESTMENT:

\$900 + GST per person
\$750 + GST person for 2-3 people
from the same organisation

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