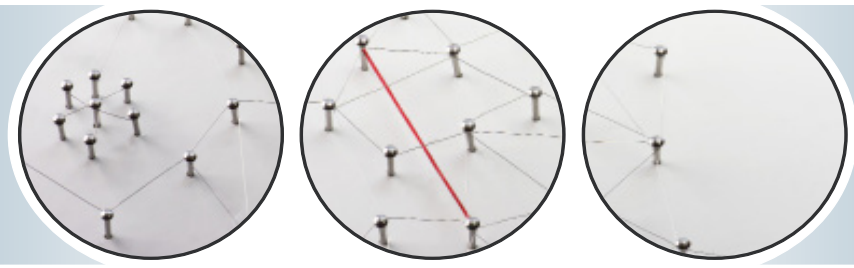


# NEGOTIATE YOUR WAY AHEAD

*Building the skills and techniques to successfully negotiate every day*



## WHY DOES THIS MATTER TO YOU?

Negotiations happen every day and in multiple contexts – at home, work and in the community.

Skillful negotiators know that a successful negotiation is not about 'win-lose', but 'win-win'. It's finding the common ground so that both sides of the negotiation walk away feeling they have been heard and are satisfied with the outcome.

Negotiation skills are necessary for everyone. When you can't negotiate well you'll end up agreeing to things you don't want to do, or not getting what you need and deserve in life.

To be successful, you need to:

- Understand yourself and manage your trigger points
- Be able to understand other people's perspectives
- Be prepared based on the context of the situation

## WHAT'S THE GOAL?

To develop the understanding, skills and techniques to increase your confidence and ability to successfully negotiate outcomes in different situations.

## WHAT WILL YOU LEARN?

**The Negotiate Your Way Ahead Program is designed to help you in both your personal and professional life. In this session you'll learn:**

- The critical elements of successful negotiations, and how and when to best apply each element for maximum effect
- How to identify whether your mindset is working with you or against you, and the way to best manage your feelings, emotions and thought patterns
- Ways to analyse the situation from multiple perspectives so you can better understand the stakeholder agendas, expectations and behaviours
- The key steps to take before, during and after a negotiation process to ensure you are strategically and tactically ready for it
- How to apply different skills and techniques to negotiate effectively in both your personal and professional life
- Techniques to deploy to turn the negotiating table in your favour

## WHAT PEOPLE SAY

### Senior Manager – Operations, Major Financial Institution

“Negotiating isn’t something that comes naturally to me and I knew it was holding my career back. In working with Michelle I learned how to develop a natural negotiating style that worked for me. I’d highly recommend this program.”

### Head of Technology – Telecommunications provider

“Through this program I gained the skills to better position myself and my ideas by stepping forward into more difficult conversations. I now know how to prepare, execute and follow through to secure good, negotiated outcomes with stakeholders at work.”

## LEARNING APPROACH

Through this two day program you will learn the skills and techniques required to effectively negotiate in everyday situations and you’ll have the opportunity to put these new learnings into practice. The program includes an optimal mix of theory, reflection and hands on practice.

Whilst the context of the program is focused on career transition and change, the skills gained are applicable to many aspects of your professional and personal life. The program runs as a full day program and is limited to 14 participants per session to ensure targeted and personalised attention. This session includes a detailed workbook which acts as a tool through the program, as well as a key reference book post the session.

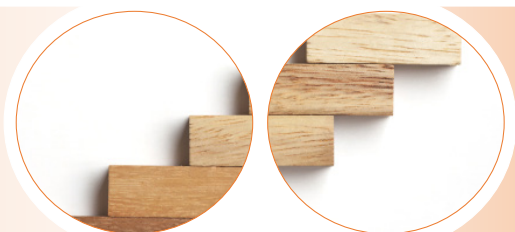
## YOUR FACILITATOR

Michelle Gibbings is a change leadership and career expert, and founder of Change Meridian. She is the Author of ‘Step Up: How to Build Your Influence at Work’, and ‘Career Leap: How to Reinvent and Liberate your Career’.

Obsessed with unlocking high-impact choices to accelerate meaningful progress, Michelle is enabling a new breed of leader - one that’s fit for the future of work.

Through this passion and advocacy for new ways of working, Michelle has built a distinguished reputation as the keynote speaker, advisor and executive mentor of choice for leading edge corporates and global organisations.

She is a sought after media commentator featuring regularly in national publications and outlets across the country. Michelle has Undergraduate Degrees in Communications and Commerce, a Masters in International Trade. She is a graduate of the Australian Institute of Company Directors, a Chartered Manager, and a Fellow of Finsia and the Australian Institute of Managers and Leaders.



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