ACU
AUSTRALIAN CATHOLIC UNIVERSITY

EXECUTIVE EDUCATION

NEGOTIATION LEADERSHIP

2018 DATES

Sydney
13 and 14 November 2018

Brisbane
20 and 21 November 2018

Melbourne
27 and 28 November 2018

STUDY MODE

Intensive - Face to Face

FEES

$1,865 (GST inclusive)

CONTACT

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acu.edu.au/negotiation

CRICOS registered provider: 00004G

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CHANGING THE FOCUS TO VALUE

PROGRAM OVERVIEW - 2 DAYS

Negotiation is a vital skill needed to achieve results in a range of business interactions. When you understand how to effectively negotiate, you can plan and achieve better outcomes in every situation. One of the greatest challenges in negotiation is how to achieve desired outcomes while still maintaining sustainable working relationships. This program introduces a proven and practical approach to achieve these two objectives.

ACU's Negotiation Leadership program will strengthen your negotiation skills by helping you focus on the preparation, the process, the people and the post negotiation analysis to develop creative solutions, stronger relationships and better deals. The program is unique for six reasons:

- Our emphasis on how to shift the focus onto value and maintain effective relationships.
- We utilise the Harvard negotiation best practices model.
- Facilitator, Stephen Kozicki, is an internationally renowned negotiation expert, author, facilitator and coach.
- Our applied learning model - work on your negotiation project and develop an action plan specific to your needs.
- Uniquely examines the impact of AI on negotiations.
- You complete an online assessment and receive a personal report on your individual negotiation style and how to adapt this style in different situations.

NEGOTIATING WITH STYLE® PROFILE

Negotiating requires parties to interact and communicate. However, there can be a dramatic difference between how the parties within the negotiation do this. We can better manage these differences when we understand how people use different negotiating styles.

The Negotiating With Style® profile was researched and created to allow you to understand yourself and then others. It illustrates your perception of your negotiation preferences. With this tool you can learn to be flexible in your style for each future negotiation. Deciding which style is fitting for a negotiation will depend on the context of the situation.

> **"The Creative Negotiator book is impressive. I finally have a book to recommend when someone says they want to master negotiation."**
>
> **Philip Kotler, Marketing Guru**

EXECUTIVE EDUCATION

NEGOTIATION LEADERSHIP

A UNIQUE PROGRAM - A VITAL SKILL

Negotiation Leadership is a unique program for individuals seeking to strengthen their influencing and negotiation skills. At our two-day Negotiation Leadership program you'll focus on six key elements and gain new and essential skills and tools to achieve better outcomes.

THE SIX ELEMENTS OF NEGOTIATION LEADERSHIP

- Change the focus to value
- Practical learning
- Influence Skills
- Profiling you and others
- Global best practice
- Feedback loop

COURSE OVERVIEW

PROGRAM TIMETABLE

Day 1

- Common mistakes negotiators make
- Negotiation leadership framework
- Negotiation styles and impact on AI
- Influencing negotiation styles

Day 2

- Create value for every critical negotiation
- Global case studies and live examples
- Decision making during tough negotiations
- Action planning

PROGRAM OBJECTIVES

This program seeks to provide participants with:

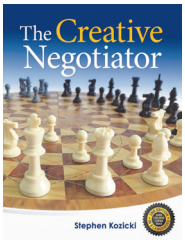
- Insights into their personal negotiation style and how to adapt it to increase success.
- A set of practical skills and approaches to improve negotiation effectiveness.
- Post-program follow-up to helpapplication back in the workplace.

PROGRAM OUTCOMES

You will learn how to:

- Analyse negotiation situations to choose the best approach.
- Identify common mistakes and pitfalls.
- Make sound decisions during the negotiation.
- Apply the negotiation framework to your business, department or organisation.

Participants will receive an individual Negotiating Style profile, workbook and internationally best-selling business book.



YOUR FACILITATOR: STEPHEN KOZICKI

With over 25 years' experience conducting high impact workshops in Australia and overseas, Stephen is a highly sought-after presenter. His areas of specialisation include influencing and negotiating in the 21st century, strategic account management and effective presentation skills.

Stephen has studied Advanced Influencing and Negotiating Skills at Harvard University and was involved in major contract negotiations with some of Australia's Top 500 companies.

Stephen is the author of three best-selling books: *The Creative Negotiator* (which has been translated into seven languages with over 120,000 copies sold worldwide), *Managing B2B Customers You Can't Afford To Lose* and *Persuading for Results*. In late 2014 he was appointed to the prestigious advisory council for the Harvard Business Review.

> "Stephen's real world examples were great as well as his ability to make me challenge my own thoughts."
>
> Ben Seedman
> Manager Major Implementation
> Commonwealth Bank

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