



Strengths:

Negotiation Planning on Deals
Strategic Account Management
Persuasion
Dealing with Cross-functional teams to deliver results
Business Coaching

Academic:

Advanced Negotiating Skills from Harvard University, Boston, USA
Masters of Business
Diploma of Training and Assessment
Graduate Certificate of Marketing

Commercial Experience:

Over 25 years in senior leadership roles

Linkedin:

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Stephen Kozicki is a best selling author, business educator and Australia's leading specialist in 'breakthrough business strategies'. He has a unique ability to convert the key issues from a range of business development topics into useful tools to improve the performance of your business.

As the principal partner in one of Australia's leading business advisory firms, Stephen personally focuses on increasing productivity and profitability for all of his clients.

Commercial Experience

With over 25 years experience, Stephen is a highly sought after presenter delivering Business Coaching on a range of business development topics. These areas of specialisation include: Negotiating Skills, Strategic Account Management, Competing on Value, Effective Presentation Skills and Dealing with Cross-functional Teams.

He has featured on Australian national television in the Money and Today shows. Articles about his work and book have appeared in Business Review Weekly, and the Professional Marketing magazine.

Education and Industry Affiliation

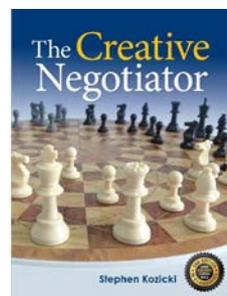
Stephen is one of very few Australian business educators to have studied Advanced Negotiating Skills at Harvard University. He has a Masters of Business, Diploma of Training and Assessment and a Graduate Certificate of Marketing. He is also amongst a small band of speakers who have been invited to deliver a session for the American Society of Training and Development, in the USA. Stephen delivered his 'Negotiating with Style®' program.

Stephen has had a number of hard-hitting articles that have been published in Australia and overseas. Each article focuses on a key aspect of business development. He has recently been appointed as an advisor to Harvard Business Review Magazine (HBR), and has been appointed an Adjunct Professor at the business school at the Australian Catholic University.

Books & Tools Published

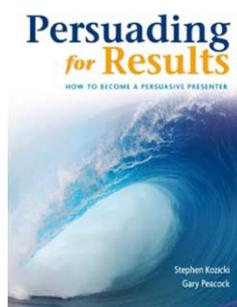


This book shows a different way to manage your most important customers more effectively, and how you can drive growth through your most important customers. So, your most important customers become a strategic asset instead of a strategic risk.



This book describes negotiating as the art of reaching an agreement by resolving differences through creativity.

It guides the reader to improve negotiation skills through the processes of becoming a flexible negotiator, planning outcomes and being creative.



Revealed in this book ...

Breakthrough thinking for faster preparation
Using language persuasively
Effective methods of persuasion
Persuading with stories
Buying styles
Persuading with images
Influencing executives
Most common mistakes

Clients



This pack will help you:

Quickly build a competitive advantage through creativity and innovation
Have fun while you solve your impossible problems
Solve your impossible problems faster