



The Art & Science of Negotiation

Understanding
and applying
negotiation tools
and techniques

HARD SCIENCE FOR HUMAN SKILLS

There are many, many negotiation courses on offer domestically and internationally but most can be characterised by one commonality – they assume a level of competence in Human Skills that may or may not be present. Process based negotiation tends to focus more on process than on the individual(s) engaged in the negotiation. This course is the result of combining contemporary commercial negotiation techniques with those utilised by mission-critical agencies (known as “hot negotiation”) where time frames are more

compressed and consequences are more immediate and significant. It will provide participants with a simple yet effective negotiation process. It will also challenge them to identify and modify those aspects of their personal interactions, and those of their targets, that will influence the outcome of the negotiation process.

This course will focus on key research outcomes that will change the way negotiations are viewed and planned.

The core principles are:

- Planning for negotiation
- Establishing a Best Alternative to a Negotiated Agreement (BATNA)
- Understand the role of influence in negotiations
- Understand outcome based negotiations
- Articulate different types of negotiations
- Mitigate bias in negotiations
- Apply Human Skills in negotiation settings

Who should attend?

Anyone who wants to learn how to reduce the time spent in negotiation. Practitioners who want to understand the psychology and realities of negotiation.

Latest public course schedules, dates, prices and locations are posted at www.newintelligence.com.au

Private group courses are also available at fixed group rates.

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New Intelligence is the only company in Australia to combine principles of “hot” negotiation and commercial negotiation into one blended methodology – and the only provider of Human Skills training in Australia.

In his ground-breaking book “Solving Tough Problems” Adam Kahane relates his experience in facilitating pre-negotiation workshops before the white minority government of F. W. deKlerk attempted to negotiate a peaceful transition from an authoritarian apartheid regime to a racially egalitarian democracy. Explaining a different use of scenario generation in pre-negotiation strategy he states,

“At Shell we built scenarios to improve our managers’ ability to adapt to whatever happened in the future. At Mont Fleur, by contrast, the team built scenarios not only to understand what was happening and might happen in the future, but also to influence and improve the outcome...**They understood that one reason the future cannot be predicted is that it can be influenced”**

What is he talking about?

Many negotiation courses attempt to reduce negotiation to a series of easily definable steps that can be followed to reach a conclusion. The reality of the situation is different – negotiation is about influencing the process to change the outcome and this requires a skill set rather than a process.

REGISTRATION FORM

Name

Organisation

Phone

Email

Address

Mobility or dietary requirements? Please Specify. Yes

Course Details

Course Date:

Course Location:

Course Price (including GST):

Cancellation Policy can be found in the Terms of Service at www.newintelligence.com.au

Payment Method

This notice will be treated as your official TAX INVOICE upon Intelligence Pty Ltd (ABN 53 117 410 670) trading as New intelligence receiving payment for your attendance at this event.

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For further information or to register contact New Intelligence

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