



Centre for Land and Water

WORKSHOP NEGOTIATION SKILLS

A three hour training session to develop awareness and skills for successful negotiations.

WORKSHOP DETAILS

- Dates:** Tuesday 24 September 2013
- Times:** 9.00am – 12.00 noon
- Location:** The Green Shed, Centre for Land and Water, 21 Ruahapia Rd, Hastings
- What to bring:** A scenario where a Win/Win outcome is your desired result.
- Cost:** \$200.00 + GST per person

10% discount on registrations received by Monday 16th September

Online www.claw.net.nz/registration/ Email greenshed@claw.net.nz Phone 06 6504532

CONTENT

At work and at home negotiation is a valuable skill. It seems to come naturally to children and get complicated or lost in adult life. Return to some simple principles for effective negotiating. Develop skills for effective negotiating in your personal and professional life.

This Workshop will include:

- Four phases of Negotiation
- The Potential outcomes of a Negotiation
- Group discussion of live examples
- Practical exercises
- Reviewing and feedback

TUTOR PROFILE

David Todd (Toddy - www.toddytalks.com) is a Presenter with a passion for Provincial New Zealand. He has over 2 decades experience in Rural Banking, the past 6 years in training, development and coaching throughout NZ. Whilst he enjoys the “teaching” aspect of workshops it is the proven ability of attendees to take those lessons and apply them that he believes provides the genuine value.

TERMS AND CONDITIONS

Delivery of this workshop is subject to meeting minimum registration numbers. Courses may be cancelled or postponed if registrations are low or for unforeseen circumstances. Registrants will be notified of any changes.

Cancellations received more than 5 working days before the event will receive a 50% refund. There are no refunds for cancellations received within five days, but a substitute may be nominated at no extra charge.

CENTRE FOR LAND AND WATER 21 Ruahapia Road RD10 HASTINGS 4180

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