

## ADVANCED NEGOTIATION SKILLS

Master sophisticated techniques to drive more value, motivate others and increase your bargaining power. Emerge with a practical toolkit to resolve day-to-day issues, mediate challenging disputes, navigate complex deals and improve organisational performance.

Effective negotiation skills are critical to business success. This Masterclass will teach you how to analyse, prepare for and execute techniques to succeed in both commonplace business and challenging high-stakes scenarios.

Combining research and live case studies, the Masterclass centres on a series of interactive, practical negotiation sessions, supported and enhanced by one-on-one coaching and feedback from professional negotiators.

## KEY LEARNING OBJECTIVES

By the end of this Masterclass, participants will have built a practical toolkit of negotiation techniques, professional skills, templates and powerful tips enabling them to:

- Negotiate confidently through difficult situations
- Recognise and eliminate weak points
- Prepare easily and effectively for any negotiation scenario
- Identify and leverage opportunities for value creation
- Determine and apply the right tools for each scenario
- Generate bottom-line impact from improved deal outcomes
- Develop a common negotiation approach and language
- Reduce the power of external parties by learning how to deploy negotiating power more effectively
- Develop better relationships with stakeholders through more effective win-win negotiations
- Become more engaged and empowered

## TRAINER PROFILE



This program is delivered via a unique partnership with Negotiation Partners, an international team of professional negotiators. They are experts in the process and practice of negotiation. Their experience extends across all industries on issues involving procurement, sales, industrial relations, etc. They will help your company to resolve conflict and to achieve better business outcomes through effective negotiation.

## HOW WILL I LEARN?

This workshop is delivered utilising our unique combination of classroom style learning, feedback workshops and a simulated building site. Participants assume a site leadership role and are given the opportunity to practice and apply newly learnt skills and knowledge when confronted with everyday challenges and personalities experienced on site.

Learning is reinforced and enhanced in our simulation sessions with a team of highly trained specialist actors. Participants are given the opportunity to negotiate, problem solve, communicate and provide direction to site personnel, management and subcontractors. In our safe learning environment, participants will be challenged to demonstrate effective consultation and communication techniques, the ability to motivate others and become influential leaders for your organisation.

## DEBRIEFING SESSIONS

Each simulation is monitored by a team of trained observers and followed by a facilitated debriefing session. Here participants are able to exchange their experiences and individual feedback is provided by the observers.

Participants discover that there are many ways to approach each interaction or challenge and how their actions influence onsite outcomes. Participants will become aware of their development areas having the opportunity to practice, refine and ultimately implement onsite.

BLSC participants will develop the skills to effectively reason and problem solve, consult for more effective outcomes and motivate others to work safer and more productively for your organisation.

## ENROLMENT DETAILS

Duration: 2 days  
Date: 15 and 16 April, 2019

Cost (inc. GST):  
\$3000 Master Builder Member  
\$2500 Master Builder Member/Incolink Contributor  
\$3200 Non Member/Incolink Contributor  
\$3600 Non Member

To make a booking please call 9411 8000 or book online at [blsc.com.au](http://blsc.com.au)

