

Does the thought of negotiating make you uncomfortable and awkward?

If you're like most people, you hate negotiating – in fact **87% of people are apprehensive about negotiating** (aka they hate it). Why wouldn't you? **Not learning this skill at school** means your knowledge is **based on trial and error** – that is, when you don't manage to **avoid it all together**.

BUT it doesn't have to be that way.

You can become a confident negotiator – with the right tools, a simple framework and practical application of the process, you will **consciously decide to step up** to more negotiation tables.

In light of the events of recent times, being able to **approach 'uncomfortable conversations' without hesitation** will hold you in good stead **relative to those who can't**. Managing discussions that drive your team, and the business forward, through uncertain times requires the **capability this program can unlock** within you.

Being a conscious negotiator means you will confidently engage in more negotiations to **get more of what you want, with ease**.

The Conscious Negotiator Program

In this training program you will learn the fundamentals of negotiating, crafted from years of negotiation experience. Tools such as our **APEC Framework - Accept | Prepare | Engage | Close**, the Four Stages for a Good Negotiation.

As we step through the theory, tools and techniques you will then **implement what you learn** each week between session, then **share successes and learnings** with your peers and our lead strategic negotiator.

Build your confidence by practicing what you learn, sharpen your skills and **consciously negotiate more often**, both professionally and personally.

What others say about this program

I negotiate in my job all the time, but this program gave me a different view of negotiating and tools to create better outcomes - with less stress.

Yvonne Phokos, Director of Operations, Sage Software

The PREPARE Cheatsheet has change my negotiations forever! I use it to guide my approach as it helps me think everything through from both sides - giving me confidence and helping them to see I understand their position.

Kristy Beed Partnerships Manager NSW/ACT, Starlight Children's Foundation

This changed my mindset when it comes to negotiating! I've been able to fine-tune my skills, arm myself with a range of tactics and approaches, I now feel much more confident and in control when negotiating.

Katherine Shiels, National Manager - Commercial Strategy RACGP

Program delivery

Peer learning experience:

- Facilitated by our negotiation experts.
- Welcome Pack includes [I Love Negotiating](#) book.
- 1-on-1 check-ins to maximise what you're learning.
- Small group sessions delivered via Zoom.

Program fee and timing

- \$2,950 including GST
- 5 weekly sessions (90-mins each)
- Same day and time each week (to be agreed)
- Individual registration or tailored programs

Click [HERE](#) to let us know you're interested in the program, and we'll be in touch.
