

## STRATEGIC OUTCOMES / NEGOTIATION

- Engaged and motivated staff/team members increase efficiency & innovation
- Together “Sustainable change” can be achieved

*The aim of a good negotiation is to avoid disputes and achieve “value for money” administration of the project.*

### **Course content:**

#### **Strategic outcomes / Negotiation:**

At all levels of a project (and at all levels within life), people are exposed to the need to be able to effectively negotiate to achieve an outcome—usually without gaining 100% of what they set-out to achieve. Effective negotiations must recognise (at all levels):

- Emotional and Economic drivers of ALL parties - internal and external
- Relationship management
- Available support networks eg professional information and advice,
- The “value” of the issue being negotiated (not always the “price”)
- Accountability and responsibility
- Flexibility techniques including effective listening and understanding
- Legal liabilities of each party (not always aligned to internal structural liabilities)

By blending the concepts of sustainable management, effective negotiation, relationship management and effective processes and procedures, ATsolve’s team of industry experts, deliver a cost-effective practical course that will immediately benefit the projects. Courses can be tailored to meet specific organisational need and integrated with other associated training courses, to produce good negotiating skill techniques across the organisation.

Course details: (Courses may be tailored to suit organisational need)

Price: \$660 (incl GST) + per participant  
Trainer: Alan Tupicoff / Jeff Dutton

Duration: 2 days +  
Venue: inhouse or offsite

to register: In order to register [click here](#) or go to [atsolve.com.au](http://atsolve.com.au)