

# Course Outline

“think  
learn?  
succeed”

“smart training for clever people”

## Negotiation Skills for Women

1 Day

74% of women feel uncomfortable negotiating in a corporate context. What causes this? More importantly, what can we do about it? Learn what YOU can do to power up your negotiation skills – so you will feel, look and sound confident at the negotiating table. Structure your negotiation to progress through five key stages, so you can keep it on track. Assess the strength of your position by defining your BATNA and WATNA prior to entering a negotiation. Think through your negotiation strategy, so that you can keep the conversation on track. Speak with influence, by adding six ‘power up’ principles to your message.

### What you’ll learn to do in this course

You’ll come out of this session with powerful tools for negotiating with your colleagues, suppliers and customers. We’ll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You’ll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Structure your negotiation strategy, using a five step process for ‘integrative conversation’
- Assess the strength of your position by defining your BATNA and WATNA prior to entering a negotiation.
- Map your approach to a negotiation
- Use six principles of influence to deliver a persuasive message

### Topics you’ll cover

- Introduction to negotiation
- Defining Your BATNA and WATNA
- Mapping your negotiation strategy
- Power up principles of influence

### What others have said about the course...

**‘Interesting, engaging, great practical strategies to practice and implement’**  
Juliette. University of Western Sydney College  
2015

**‘Interactive, useful information that can be applied to my daily work’**  
Crystal. University of New England  
2014

**‘Informative, well researched, lots of opportunity to practice knowledge acquired’**  
Emilia. NICTA 2015

**‘Extremely valuable for our staff. You have a very engaging and thoughtful personality which makes it easy to contribute’**  
Luke. SE Timber 2015



**Book your training NOW**

Call Eleanor Shakiba on 0433 126 841

Download course information at [www.thinklearnsucceed.com.au](http://www.thinklearnsucceed.com.au)