

# TABLE FOR 8

# Training From Experience

**The Training From Experience Workshop** is designed to assist you in preparing for and participating in negotiations. How you prepare for a negotiation and the assumptions you make while negotiating directly impact the way that you negotiate and the outcomes that you achieve. This workshop is designed to provide you with a variety of tools to allow you to approach your negotiations more strategically and with an increased awareness of your personal style. You'll be encouraged to think about the negotiation process and its outcomes – how these affect you, your relationships with others and your desired outcomes.

### Focused, Experiential Learning in an Intimate Environment

- Maximum class size of 10
- Participants are carefully selected so that you explore new perspectives
- All activities tailored to the participants' experiences, interests and concerns
- Skills mastered in this workshop can be supplemented by additional workshops
- Post-workshop coaching to integrate theory and real world scenarios is also available

### How Will You Benefit?

- You'll become familiar with a suite of tools which can be applied to different situations
- Your negotiation techniques will improve through a variety of interactive exercises and debriefs
- You'll have more awareness of the negotiation process – and how you can be better prepared to respond to various complex situations

### What Will You Explore?

- Preparing for negotiations in a structured way
- Methods for measuring success
- How to break deadlocks and deal with emotions
- Effective listening and asking purposive questions
- How to ensure your skills and confidence are reflected in your negotiation style

## YOUR WORKSHOP TRAINER



**Shirli Kirschner** is the principal of Resolve Advisors. She has been a full-time ADR practitioner since founding Resolve in 1996. Shirli is on the LEADR advanced mediation panel and the law society panel of mediators. She was the dispute resolution adviser for the National Electricity Market as well as the adviser disputes in the wholesale telecommunications market until 2005. She has an extensive practice as a mediator, facilitator, system designer and trainer. She has led training programs in every State in Australia as well as Japan, Israel and the USA. Shirli has qualifications in law, psychology and adult education.

*My father said: You must never try to make all the money that's in a deal. Let the other fellow make some money too, because if you have a reputation for always making all the money, you won't have many deals. – Getty, J. Paul*

*"This course gave me some skills I didn't realise I needed and a framework that I will be able to tailor in future situations." – Anon, 2011*

*"Very rewarding! I highly recommend this course for anyone who wants to improve themselves and their negotiating style." – Nick Field, LCDR RAN*



## Table for 8 – Strategic Negotiation with Coaching

University House Canberra  
6, 7, 8 August 2013 (2.5 days)

Surname \_\_\_\_\_ Title (Prof/Dr/Mr/Ms) Given Name \_\_\_\_\_

Organisation \_\_\_\_\_

Position/ Title \_\_\_\_\_

Address for Correspondence \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

Telephone \_\_\_\_\_ Mobile \_\_\_\_\_ Email \_\_\_\_\_

**Food Requirements:**

Vegetarian       Allergies \_\_\_\_\_       Other \_\_\_\_\_

**WORKSHOP RATE:**

	Rate	GST	Amount payable
Registration fee 2.5 days	\$1,950.00	\$195.00	\$ 2,145.00
<b>Early bird before 15 July</b>	<b>\$1,690.00</b>	<b>\$169.00</b>	<b>\$ 1,859.00</b>
Group discounts available (groups of 3 per person)	\$1,600.00	\$160.00	\$ 1,760.00

We will give out your email details to other attendees unless you tick the box. Please do not give out my details to other participants

**PAYMENT METHODS:**

**Direct Deposit:** Resolve Advisors Pty Ltd BSB 082-187 Acct no. 53-713-4383

**Cheque:** Resolve Advisors Pty Ltd, PO Box 15, Paddington 2021

**Credit:** Please charge \$\_\_\_\_\_ to my: Visa  Mastercard

Card No: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Signature: \_\_\_\_\_

**CHANGES TO REGISTRATION:** A full refund of the workshop fees less an administration charge of \$50.00 will be made provided notice of cancellation is received in writing 10 days or more in advance of the workshop. Cancellations received less than 10 days from the start of the program are subject to a 50% cancellation charge. Substitutes are welcome with prior discussion. No refunds will be given for cancellations within one week of the workshop, or failure to attend either day.

