



Organisational Development Group presents

# NEGOTIATING EXPERTISE

**Dramatically Improve Your Negotiating Skills in Just Three Days**

**Do you want to become expert in....**

- ▶ **the latest strategies and tactics used in negotiating and Influencing?**
- ▶ **the cutting-edge practices, methods and processes used by the world's top negotiators?**
- ▶ **influencing others so as to excel in your own performance?**

**.....If so, this program is for you.**

As managers gain more seniority, they need to spend more time negotiating and influencing others. To be effective leaders, they achieve success based on the behaviours and actions of their team and determined by their level of influence.

Strong communication skills in negotiating and influencing allows individuals to dissolve issues, gain co-operation, collaborate well with their team, and achieve desired outcomes with support from others.

Our latest work will ensure you enhance your capabilities to out-negotiate and influence other trained negotiators. We invite you to apply the skills you will learn in this course in your real-life situations and notice the immediate effect and ability to achieve your outcomes.

## **LEARNING OUTCOMES**

- Using the language of influence and persuasion.
- Working out the team dynamics, values and roles of your opponents.
- Picking up the multi-level motivations of each negotiator.
- Defining, planning and training the negotiation team.
- Building trust, rapport and relationships.
- Structuring your negotiation to achieve tasks, objectives and outcomes.
- Using advanced probing skills.
- Noticing and interpreting non-verbal communication.
- Overcoming objections and obstacles.
- Winning, defining and exchanging concessions.
- Timing, protocols and tactical strategies.
- Avoiding negotiation traps and pitfalls.
- Separating the people from the issues.
- Learning how to break deadlocks.
- Closing the deal and following up.



**YOUR ABILITY TO NEGOTIATE WILL TAKE A QUANTUM LEAP FORWARD**

Advance your negotiating success by developing skills, tactics and strategies used by top negotiators.

Training provided by associate members of the **Organisational Development Group** is very highly regarded. Catering for professionals and people in upper level positions, we offer advanced skills and expertise in behavioural interaction, negotiating, persuading and influencing in business environments across multiple positions, timeframes and contexts.

Organisational Development Group provide practical skills and techniques in Negotiating with Expertise, delivered by experienced trainers and negotiators, utilising proven principles and methods developed and refined over thirty years.

**In Business, you don't get what you deserve, you get what you negotiate.**



**NEGOTIATING EXPERTISE** IS A PRODUCT OF THE **ORGANISATIONAL DEVELOPMENT GROUP** AND HAS BEEN DESIGNED FOR BUSINESS PEOPLE WHO ARE IN POSITIONS WHERE THEY ARE REQUIRED TO NEGOTIATE, PERSUADE AND INFLUENCE OTHERS.

## YOUR TRAINERS AND FACILITATORS



**Roger Deaner's** dynamic experience as a high level negotiator and leader in corporate change and EBAs, combined with his unique training style and skills in behavioural communication, make him a highly valued resource in the corporate world. As a Divisional Managing Director of the multi-national Courtaulds Ltd, he has driven change through negotiating and mediating mergers and acquisitions worth billions of dollars.

As Australia's most recognised Master Trainer of the behavioural science NLP and a trainer in Spiral Dynamics *-integral*—arguably one of the most accurate models of cultural development—Roger can be relied on to offer enormous value for money, delivering a sound grasp of the complexities of human interaction with a step by step process to achieve expertise and success.

Roger offers a unique insight into the needs and drives of the corporate world advising business and community leaders.

“Most negotiating trainings concentrate on a few of the more common and well known styles. However, I have utilised the new and different information and techniques that I have learnt through this course and these skills have made a real difference in my practice.

I suggest that even the most experienced of negotiators will find new insights and effective techniques that will be of benefit. I have no hesitation in recommending trainings run by The Organisational Development Group to my staff and to my colleagues.”

Darren Fooks, Partner,  
Leading International Law Firm.



**Rita Papadakis** has over 12 years of corporate senior management experience within multi-national organisations, including the largest packaged consumer goods organisation, the Altria Group, and one of Asia's largest F&B companies, Yeo Hiap Seng Ltd. With her extensive experience in Sales, Marketing, and General Management, she is recognised for her ability to build big brands, increase market share and profitability.

Rita has a B.Bus in Marketing/Economics, is a NLP Master Practitioner and is certified in Spiral Dynamics-*integral*. Combining this with her commercial acumen and her interest and ongoing research in organisational development and cultural change, she assists clients to open more meaningful dialogue and optimise their capability to improve results.

Rita provides management training, consulting and mentoring in the areas of marketing and sales strategy, negotiating, selling, organisational change and succession planning. She asks tough questions and challenges habitual ways of thinking, facilitating faster and effective break-throughs so others can realise their potential.

## PROGRAM CONTENT

- This program will incorporate applications from **Neuro Linguistic Programming (NLP)** used by the world's top negotiators, leaders and influencers.
- You will gain **profound clarity** and practical, step by step ways to deal with the most complex negotiations.
- You will learn the McClelland model for insight into the driving **forces behind the motivational flows** of others.
- You will **maximise your learning experience** by applying the content and processes of negotiations to various scenarios in the training room with other participants.
- In addition to your conscious mind learning, you will be able to **retain the skills** at an unconscious level and draw upon these in the real world where it counts.

**COACHING SUPPORT** In addition to your trainer support, you will also be coached by expert facilitators who will be present during your training program. Follow-up coaching by telephone or in person is available on request after completing this course.

**REGISTER FOR NEGOTIATING EXPERTISE BY CALLING +61 3 9530 5700**

## Organisational Development Group

[www.odg.net.au](http://www.odg.net.au)

Operating as a division of **Holon Business Group Pty Ltd** ABN 51 995 120 560

**Phone or email for details  
of dates, location and venue.**

**E: [enquiries@odg.net.au](mailto:enquiries@odg.net.au)**

**T: +61 3 9530 5700**

**F: +61 3 9530 5766**

<b>Course Duration:</b>	<b>3 days</b>
<b>Full Investment:</b>	<b>\$2200+GST</b>
<b>Early Bird:</b>	<b>\$1950+GST</b>
<b>Group rate:</b> per person for groups of 3 or more from any one organisation	<b>\$1800 +GST</b>

**Business leaders** wishing to discuss management training for groups within their organisations are invited to contact us directly.

Our trainings can be **integrated readily** into your firm's established on-the-job learning methods and styles and are tailored to your specific requirements.

Terms & conditions apply.