

SPECIAL INTRODUCTORY OFFER!



Negotiating with Integrity

Negotiating with Integrity has been developed to give you a clear framework for approaching and conducting negotiations.

We negotiate everyday – with our customers, suppliers, staff, contractors, funders and our family!

Being a good negotiator means being able to get good solutions for the problems that you and your stakeholders face, while protecting and enhancing the relationships with the other side.

This workshop is designed for business owners, managers, team leaders, contractors, project managers and sales teams.

Learning content

- Understanding Negotiation with Integrity
- Separating the people from the problem
- Exploring interests
- Developing creative solutions
- Reaching Agreement – or not
- Conclusions and action plans.

Business outcomes

- Protect, and improve your margins
- Build strong relationships
- Improve the financial performance of your business.

Participants will have the opportunity to work on real examples so that they can practice the application of the skills in a safe environment.

What's included:

Investment includes workbook, negotiation planner and a copy of "Getting to YES".



FACILITATOR

Harry Fox



INVESTMENT

Chamber members \$995+gst

Guests \$1295+gst



18 – 19 November 2024



9:00am – 5.00pm



25 on Don,
Invercargill



Register at

southlandchamber.co.nz