

The Psychology of Negotiation

Get the outcome you want with the psychological know-how to negotiate.



Course overview

Knowing the motivations of everyone involved in a challenging negotiation requires planning and strategy, not a crystal ball. Today's skilled negotiators have an understanding of the human aspect of negotiation and are able to identify trust issues and use techniques to build trust. They go in with a strategy that handles emotions and uses the differences of each party to their advantage to get the outcome they need.






Evolve with QUTeX

Professionals who develop their negotiation skills with QUTeX develop real world capabilities today, that they can bring to their workplace challenges tomorrow. With this one-day workshop, you'll understand the importance of negotiation and learn negotiation strategies that use psychology to your advantage, so you can achieve the best outcomes for yourself or your organisation..

Who should participate?

This workshop is for business leaders and managers with an interest in mastering the art of negotiation to create mutually beneficial partnerships. The Psychology of Negotiation is also for human resources professionals who engage in complex performance reviews and need to better negotiate with clients and colleagues.

No prior experience or training in this area is required for this course.

	1 October 2019
	Brisbane
	1 day
	Certificate of Attendance
	From \$725
Enrol today	

Core concepts

This one-day workshop will cover a range of topics, including:

- how to open a discussion
- handling emotions (yours and theirs)
- understanding the deeper motivations of your negotiating party
- crafting mutually beneficial partnerships using differences in interests
- how to prepare for a challenging negotiation
- identifying key trust issues and techniques to build trust
- Strategies to break a negotiation stalemate.

Certification

At the end of the course, you'll receive a Certificate of Attendance documenting your participation in the course.

Your expert facilitator



[Rachel Collis](#)

Rachel Collis is director of RJC Consulting, an executive coach at the QUT Graduate School of Business, and a lecturer in negotiation skills for the university's Executive MBA and MBA programs.

Rachel's background as a medical practitioner and psychiatrist mean that she has a deep understanding of human behaviour. It is why she has been called upon to advise a variety of ASX-listed companies and public sector organisations in the areas of negotiation, interpersonal relationships, resilience and leadership.

Cost

Registration Type	Cost
Early Bird registration (closes 7 August 2019)	\$725 (GST included)
Standard registration (closes 19 August 2019)	\$850 (GST included)
QUT Alumni / Staff registration	\$640 (GST included)
Group registration (5 or more)	\$725 (GST included) per person

Fees include: course materials, morning tea, lunch and afternoon tea.

Where and when

QUT Executive Education Centre
Level 4, B Block
QUT Gardens Point
2 George St, Brisbane QLD 4001

Tuesday, 1 October 2019

9:00am - 4:30pm (registration from 8:45am)



Full details online

www.QUT.edu.au/QUTeX

Learn today. Use tomorrow.

For more information about this course or other learning solutions offered by QUTeX, please contact:

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