

The Psychology of Negotiation

Ensure you get your preferred outcome by securing your knowledge of psychological negotiation techniques.

How do you know the motivations of everyone involved in a challenging negotiation? While it might seem like you need a crystal ball, successful negotiation requires planning and strategy. Skilled negotiators understand the human aspect of negotiation. This course teaches participants these skills, strategies to handles emotions, how to use each party's differences to their advantage, the ability to identify trust issues and, subsequently, techniques to build trust.

Evolve with QUTeX

Participants will develop real-world negotiation skills to excel in their workplace today and into the future. This one-day workshop facilitates an understanding of the importance of negotiation and psychology-based negotiation strategies to achieve positive outcomes for individuals and organisations.

Core concepts

Participants will learn;

- How to open a discussion;
- Handling emotions, both yours and theirs;
- To understand the deeper motivations of your negotiating party;
- Using differences in interests to craft mutually beneficial partnerships;
- How to prepare for a challenging negotiation;
- To identify key trust issues and techniques to build trust; and
- Strategies to break a negotiation stalemate.

Who should participate?

This course will benefit business leaders and managers wanting to master the art of negotiation and create mutually beneficial partnerships, along with human resources professionals looking to negotiate complex performance reviews with clients and colleagues better.

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

 Duration: 1 Day

 Certificate of Attendance

 Cost: From \$790

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Web: QUT.edu.au/QUTeX

Phone: 07 3138 7733

Email: qutex@qut.edu.au

Blog: blogs.qut.edu.au/qutex

Cost

Early Bird registration	\$790 (inc. GST)
Standard registration	\$880 (inc. GST)
QUT Alumni / Staff registration	\$660(inc. GST)
Group registration (4 or more)	\$790 (inc. GST)