



The Psychology of Negotiation

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



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.



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.



Course at a glance

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.



22 January 2020



Brisbane



1 Day



Certificate of attendance



From \$790



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Executive Course: The Psychology of Negotiation



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.

Registration Details

Registration Type

Earlybird registration (closes 8 January 2020)	\$790 (inc. GST)
Standard registration (closes 20 January)	\$880 (inc. GST)
QUT Alumni/Staff registration	\$660 (inc. GST)
Group registration (4 or more)	\$790 (inc. GST)

When and where

Wednesday, 22 January 2020
9:00am - 4:30pm (registration from 8:45am)

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



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

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