



The Organisational Development Group Ltd presents

# NEGOTIATING WITH EXPERTISE

## A Three-Day Course in the Latest Strategies and Tactics in Negotiating and Influencing

**“IN BUSINESS, YOU DON’T GET WHAT YOU DESERVE, YOU GET WHAT YOU NEGOTIATE.”**

Are you required to influence others in order for you to excel in your performance?

Do you want to know the cutting-edge practices, methods and processes used by the world’s top negotiators?

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 NEGOTIATING WILL TAKE A QUANTUM LEAP FORWARD

**The Organisational Development Group** is highly regarded for their expertise in behavioural interactions, negotiating and influencing in business environments that present multiple positions, timeframes and contexts.

The 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.

You will advance your negotiating success by gaining the skills used by top negotiators.

[www.todg.net](http://www.todg.net)

Public enrolment courses are available in New Zealand and Melbourne—details on website—and by arrangement with The Organisational Development Group, this course can be adapted for specific in-house training as a corporate program.



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Presented by The Organisational Development Group

## 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.

**"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.

**Organisations wishing to discuss in-house training adapted to their own specific needs should contact us directly. [Investment varies, terms & conditions apply.]**

**In Australia phone +613 9530 5700; +613 9482 5841  
email: au@todg.net.**

**In NZ telephone +649 622 3544; +649 459 5351  
email: nz@todg.net**

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

**Barbara Wait** is a high performance specialist. A Trainer of NLP, who draws on her extensive experience in event planning and implementation, and her involvement in community, education and local government projects to assist others in developing, realising and achieving their goals. Combining her skills in the fields of training trainers, community development, business design and planning with the tools and techniques of NLP she has delivered trainings in India, Singapore, Australasia and Central Asia.



What distinguishes Barbara is her ability to facilitate individual and group process so effectively that the solution is understood as inherent in the question. She brings a rare gift of quiet clarity and a strong sense of personal achievement to her clients and it goes without saying that her ability to persuade and influence, with subtlety and ecology, is key to her success.

**Alistair Wait** is an International Business Consultant who works with business people around the world helping to create strong business alliances. Well known for his collegial style and entrepreneurial spirit, Alistair has for many years conducted business and educational trainings in private and government sectors in New Zealand. He is a certified Trainer of NLP and, together with Barbara Wait, he conducts trainings in Australia and throughout New Zealand.



Alistair has an extensive background in business leadership, development and training and has a particular interest in researching and developing programs in organisational development, leadership and change. His consultancy has involved him in public consultation and participative design processes associated with sustainable tourism development, international and local economic development and educational design. He has consulted in India, China and countries throughout the Pacific as well as with US Government sponsored projects in Central Asia.

## REGISTRATION FORM—NEGOTIATING WITH EXPERTISE

<b>LOCATION: MELBOURNE &amp; NEW ZEALAND</b>	<b>INVESTMENT DETAILS—all prices stated are inclusive of GST</b>
<b>VENUES:</b> to be advised	<b>Full Investment: \$2370</b>
<b>Times:</b> 8.30am till 6.00pm daily	<b>Early Bird Discount: \$1995</b> fully paid 6 weeks prior to event
<b>Changes:</b> Terms & Conditions apply	<b>Group Discount: \$1870</b> pp for groups of 3 or more from one organisation

**Details of dates and locations** are available on our website [www.todg.net](http://www.todg.net). Or **contact us** directly.

**REGISTER: On-line** through our secure-pay system at [www.todg.net](http://www.todg.net) or via phone, fax or email.

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