

Grow Mid-Canterbury Biz Grow Advanced Seminar

Mastering Advanced Negotiation Skills for NZ SME's

This is THE opportunity to upgrade your negotiation skills

Negotiating is an essential managing skill in any organisation: staff, suppliers, clients, distributors, rent, financial conditions, etc.

We have all experienced the pressure, the uncertainty, the need to be better prepared

Programme Content:

This one-and-a-half day comprehensive seminar most certainly will boost YOUR negotiation skills by improving your understanding of core concepts and how to better handle them and prepare for them

(International) Negotiation expert, Patrick Rottiers, will discuss with you how to prepare for your negotiation: essential homework that will totally improve both your credibility and the power you bring to the table.

What Makes this Seminar Different?

Day 1 (full day) – 9am – 5:30pm

- Discuss strategies and tactics
- Who should negotiate?
- Best practice approaches to negotiating team dynamics and the latest research on what works and what does not
Understanding tactics versus reality
- Min & max scenarios
- Trading conditions and the need to create yourself options, including a backup plan

This program is finely tuned for New Zealand SMEs: you will work through various New Zealand cases of organisations such as yourself.

Day 2 (half day) – 9am – 12.30pm

- Based on a real NZ case you will prepare in groups how to negotiate yourself against another team.
- This will be filmed in hi-def video, while trying out the different aspects discussed and putting them to the test in your own case.
Life-size video-analysis will help you explore what you did well and how you could have improved the strategy and outcomes.
- You can even take a copy of your negotiation home for further analysis if you want
- This seminar will help you set up better preparations for your next negotiation.
- Decision tree - creating options, strategies and best possible team and roles
- How to do your own simulation in your office without spending a dime!

Negotiations:

Better-prepared negotiation teams radiate confidence and credibility, which systematically translate in better outcomes, both short and long term. Better-trained negotiators are less likely to give away, to be intimidated and command respect by quality arguments and superior professionalism, from the very first step to signing the deal and following up from there!

Programme Presenter:

Patrick E.J. Rottiers, CEO of PROConsulting International Ltd. is a prominent negotiation expert and lectures on the subject in various management schools in New Zealand and around the world. Patrick advises and works with over 50 New Zealand businesses a year, improving their business strategies and everyday commercial results. He assists organisations negotiate better deals in fields such as advanced distribution arrangements, technology collaborations, acquisitions, multi-party partnerships, etc

Book Now

Think you can miss this exceptional seminar?
Do yourself a favour and book now!
Be as good a negotiator as you can be!
You and your organisation will be grateful you did

Date: 24th June 2010
Time: 9.00am-5.30pm
Venue: Masonic Lodge Havelock St, Ashburton
Cost: \$360+ (gst) For full seminar
Presenter: Patrick Rottiers

Date: 29th June 2010
Time: 9.00am-12.30pm
Venue: Masonic Lodge Havelock St, Ashburton
Presenter: Patrick Rottiers

To register your interest contact:

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