Are your leaders failing to resolve damaging scenarios?

Constructive negotiators develop positive solutions to difficult challenges.

**Symptoms**
- Consistent disagreement regarding an issue
- Frustration
- Resentment
- Arguing
- Stress
- Passive-aggressive behaviour
- Open dissension
- Fractured relationships
- Poor morale

**The Cure**
- Common stages of negotiation
- Different types of negotiation
- Clarifying roles in a negotiating team
- Coaching other team members
- Building a best practice model to guide preparation, negotiation and implementation phases
- Encouraging and facilitating effective debate on key issues
- Acknowledging and addressing areas of disagreement
- Finding common ground
- Creating value for all parties
- Persuasive communication
- Effective listening and questioning
- Keeping the process on track
- Understanding the best alternative to no agreement (BATNA)
- Facilitating acceptance of the agreed outcomes
- Preparing for effective execution of the agreement
- Monitoring outcomes

**The Solution**
A carefully created program from Flexible Business Learning is the solution

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One Day Program
• Leading Negotiations
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