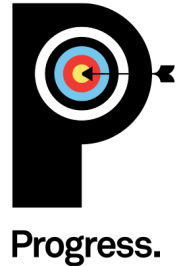


Practical
Proven
People
Performance
Programs



The **B·E·S·T** Business Intensive - Negotiating Now

‘Motivating and empowering your people to perform at their BEST for your organisation’

Negotiating can seem tough. However, it gets easier when you have skills and strategies to help you with planning and preparation. This way you can focus on problem solving and achieving the right outcomes with minimum stress. This intensive 2-hour workshop is based on the effective BEST principles of understanding and respect, providing a practical and workable framework for effective agreement.

Our Proven Program includes:

- Understanding what negotiation is and isn't
- Planning, preparation, power and the 6 P Process
- Principles of the BEST Influencing System
- Deflecting opposition and debating positively
- Seven steps to handle disagreement
- Stress diffusing skills – for all parties!
- Three ways to reach agreement

Workbooks are provided - so just bring yourself, a pen, an open mind and your focused attention.

For further information on ways that Progress Training Systems can help your organisation Progress further call today on +61 29527 2280 or email admin@progress.com.au