

Negotiation skills for win/win outcomes

Presented by Leah Shmerling



Successful negotiation involves give and take from both sides for a win/win solution to reach an agreement. Negotiation skills are vital to all aspects of life.

Format: 2. Online

Audience: Applicable for anyone who is seeking to negotiate situations to attain win/win outcomes. These skills are beneficial for your future career, but can also be helpful in the classroom, and during staff and team meetings.

Description

Your ability to negotiate effectively and achieve your goals is the key to business and personal success. The course teaches you to become more effective in influencing others by learning powerful negotiation skills to choosing the right questions to ask and building relationships to attain win/win outcomes.

People negotiate on a regular basis throughout their professional life with colleagues, managers and customer/clients, and in their personal life with family and friends.

Win-win negotiation requires 'back and forth communication' to resolve the issue from the perspective of all parties to reach a mutually acceptable agreement.

Additional notes about this format

Teaching Standards

6.4.2 Proficient Level - Apply professional learning and improve student learning

7.4.2 Proficient Level - Engage with professional teaching networks and broader communities

Are you in NSW? If so, this is relevant for you

Completing this course will contribute 5 hours of NSW Education Standards Authority (NESA) Registered PD addressing 6.4.2 & 7.4.2 from the Australian Professional Standards for Teachers towards maintaining Proficient Teacher Accreditation in NSW.

TTA (Teacher Training Australia) is endorsed to provide the NSW Education Standards Authority (NESA) Registered Professional Development for teachers accredited at Proficient and Lead Level Teacher.

Occurrences

Start Date	Location	Price
Now	Online	\$269 + GST

Sessions

Win Win Negotiation

1 hour and 30 minutes

Introduction
Elements of negotiation
Negotiation Styles
Stages of Negotiation

Stage One

1 hour and 30 minutes

Preparing for Negotiation
Conflict
SWOT Analysis
BATNA, WATNA & ZOPA... What Do They Mean?
Other parties

Stage Two

1 hour

Interacting in the Negotiation
Negotiation Attitudes
Considering Power Positions

Stage Three

1 hour

About the team



Leah Shmerling

Creator

Leah Shmerling is the Director and Principal Consultant of Career Coaching and Training, and is a Certified Retirement Coach. She is passionate about education, training and career development. With numerous higher level and vocational qualifications, and over thirty years' experience in career development, education and training, she brings professionalism and depth of understanding to mentoring and professional development, career counselling and coaching, job seeking and retirement coaching.

Since commencing employment, Leah has undertaken work in complementary areas that includes: corporate training, teaching in the tertiary sector and vocational training, and career counselling/coaching clients from a range of backgrounds and levels.

Leah is a Workshop Leader for Small Business Victoria, facilitating programs across Victoria. For many years, she has facilitated training programs for professional associations that include: the Victorian Chamber of Commerce and Industry (VECCI), CPA, the Australian Retailers Association of Victoria, and the Australian Institute of Management (AIM).

Leah is the developer, writer and producer of two online short courses: Mentoring and Development, and Foundations in Career Development Practice (incorporating CHCSS00005 Career Development Practice Skill Set).

Mentoring and development supports the professional practice of those who are seeking to unlock their potential for higher level performance. The process enhances professional

learning and insight to reach a higher level of understanding to integrate into your work, as a process of continuous improvement.

The Foundations in Career Development (incorporating CHCSS00005 Career Development Practice Skill Set) course. The course provides individuals with a career development framework and ethical standards, designed to complement the professional practice of those who work or seek to work in careers, employment, education and training services, human resources, or industry specialist services.

With a strong writing background, Leah is a published author with Macmillan Education Australia of two books titled: Job Applications: The Winning Edge 1993, which sold nationally and overseas, with a second edition published in 1998, and Communication In The Workplace, 1996, using a competency based approach for the TAFE and professional market.

For many years, Leah has worked as a freelance journalist and has written for The Age - Education, Employment and Business, and is a former columnist and freelance writer with the Herald Sun - Learn. Leah has also written professional and business publications. Currently, Leah is a Published Writer on LinkedIn, and online professional publications.

Leah holds a Master in Professional Education and Training, Graduate Diploma in Career Development, a number of Diploma qualifications in Vocational Educational Training, and Certificates in Life Coaching, Mediation Skills, and Psychodrama.

Leah is a professional member of the Career Development Association Australia (CDAA). She has international accreditation and is Board Certified as a Career Management Fellow with the Institute of Career Certification. Leah is a Certified Retirement Coach with Retirement Options.



Enrol now to secure your spot

Limited spots are available. Please enrol online or fax your enrolment to 1300 667 691 to secure your spot.

Please note, by submitting this enrolment form you are confirming that you have been given financial approval by your employer to attend this course. Cancellation advice should be given in writing 7 days before the commencement of this course.

Product: Negotiation skills for win/win outcomes

Occurrence Date:

Your Name:

Your email address:

Employer name:

Employer phone:

Enrol online at <http://tta.edu.au>