



# NEGOTIATION SKILLS

## WHY ATTEND?

An essential for all personnel involved in contract negotiation, contract management or dispute resolution.

## WHAT WILL YOU LEARN?

You will learn about the following:

- Communication skills
- Negotiation and conflict resolution
- Avoiding bargaining over positions
- Separating people from the problem
- Insisting on objective criteria
- Getting the other side to play
- Identifying the point at which negotiation is no longer desirable or possible
- Best alternatives to a negotiated agreement

A Master Builders Certificate of Attendance will be awarded.

## COURSE INFO

**DATE:** 12 March, 2018

**DURATION:** 4 hours

**LOCATION:** West Perth WA 6005

	Course Fee	Total
Eligible for CTF subsidy		
MBA Member	\$460.00- \$124.00^	<b>\$336.00*</b>
Non-member	\$500.00 - \$124.00^	<b>\$376.00*</b>
Not eligible for CTF subsidy		
MBA Member	\$460.00	<b>\$460.00*</b>
Non-Member	\$500.00	<b>\$500.00*</b>

## HOW DO I ENROL?

Complete the [enrolment form](#) and send it to [training@mbawa.com](mailto:training@mbawa.com) or contact Master Builders on 9476 9800.