



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^	\$336.00*
Non-member	\$500.00 - \$124.00^	\$376.00*
Not eligible for CTF subsidy		
MBA Member	\$460.00	\$460.00*
Non-Member	\$500.00	\$500.00*

HOW DO I ENROL?

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



The Construction Training Fund provides funding support for training of eligible workers in the construction industry. We acknowledge the support of the Construction Training Fund in reducing costs of training for eligible workers. *Prices subject to change. ^Construction Training Fund (CTF) subsidy available for eligible course participants. This course is GST free.