

PERTH METRO

**MASTER BUILDERS**  
WESTERN AUSTRALIA

Tuesday  
6 October, 2015

# Negotiation Skills

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



Topics covered include:

- 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.

**DATE:** Tuesday 6 October, 2015

**TIME:** 12.00pm – 4.00pm

**TRAINER:** Alana Dowley – Director, Encore Legal Pty Ltd

**VENUE:** Master Builders, 3rd floor, 35-37 Havelock Street, West Perth

**COST:**

	<u>Course Fee</u>	<u>Total</u>
MBA Member	\$460.00	<b>\$460.00*</b>
Non-member	\$500.00	<b>\$500.00*</b>
MBA Member eligible for CTF subsidy	\$460.00 - \$120.00^	<b>\$340.00*</b>
Non-member eligible for CTF subsidy	\$500.00 - \$120.00^	<b>\$380.00*</b>

If you require further assistance, please contact Carolyn Fitzgerald, Training & Safety Coordinator on **9441 8000** or email [training@mbawa.com](mailto:training@mbawa.com)



*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.



## NEGOTIATION SKILLS (marn)

**Please Note:** This course is subsidised by the Construction Training Fund for eligible participants. Master Builders requires participants personal contact details be provided, otherwise the full fee applies.

<b>Course Time:</b> 12.00pm – 4.00pm	<b>Course Date:</b> Tuesday 6 October, 2015
<b>Participant First name:</b>	<b>Last name:</b>
<b>Participant birth date:</b>	
<b>Participant home address:</b>	
<b>Suburb:</b>	<b>Postcode:</b>
<b>Participant mobile phone contact:</b>	
<b>Participant email address:</b>	
<b>Participant Job Title:</b>	
<b>Job Description (brief detail):</b>	

<b>Company/Employer:</b>		
<b>Full Address:</b>		<b>Postcode:</b>
<b>Contact person:</b>		
<b>Phone:</b>	<b>Fax:</b>	<b>Mobile:</b>
<b>Email:</b>		
<b>Please tick the industry sector in which you work</b>	Commercial <input type="checkbox"/>	Housing <input type="checkbox"/> Engineering <input type="checkbox"/>

### Payment and Registration Details

<b>Registration</b>	To guarantee your place on the course please return form, with fees, to: <b>FAX:</b> 9476 9801 <b>EMAIL:</b> training @mbawa.com <b>POST:</b> Master Builders Training Department, PO Box 167, West Perth WA 6872
<b>Eligible for CTF</b>	MBA member \$340.00 p.p. .... non-member \$380.00 p.p. ....
<b>Not eligible for CTF</b>	MBA member \$460.00 p.p. .... non-member \$500.00 p.p. ....
<b>Course costs subject to change. This course is GST free.</b>	

<b>Method of Payment</b>	Cash <input type="checkbox"/> Cheque <input type="checkbox"/> Credit Card <input type="checkbox"/> EFT <input type="checkbox"/>	<b>Amount: \$</b>
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<b>Credit Card Details:</b>	Bankcard <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/>
<b>Card number:</b> _ _ _ _ / _ _ _ _ / _ _ _ _ / _ _ _ _	<b>Expiry Date:</b> _ _ / _ _
<b>Cardholders Name</b>	<b>Signature</b>
You <u>must</u> please quote <b>INVOICE NUMBER</b> as the reference when paying by Direct Deposit.	

<b>Cancellation Notice</b>	<i>A refund will not be provided for no shows on the day of the course or cancellations less than 5 working days prior to the course date. You may, however, substitute another person up to 48 hours prior to the course.</i>
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