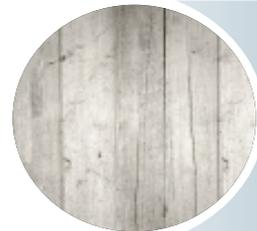
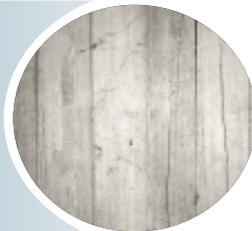


UNLOCK YOUR VALUE

giving you the skills and techniques to negotiate your way ahead



WHY DOES THIS MATTER TO YOU?

Negotiations happen every day - at home and work.

When a negotiation doesn't go well the impact can be huge. You either end up missing out on what you need or find yourself agreeing to things you don't want to do.

Neither situation makes for a happy and fulfilled life.

Do you want to have the:

- Skills to ask for what you need?
- Courage and confidence to stand up for what you believe in?
- Ability to negotiate outcomes successfully?

If so, then this program is for you.

Successful negotiators know that negotiating isn't just about the process. It's about understanding yourself, others and the context of the situation. It's about being prepared and backing yourself.



WHAT'S THE GOAL?

For you to have the skills and techniques to more successfully negotiate outcomes in different situations.

Each person's focus may be different. It may be about being able to negotiate:

- Career change
- Pay rise or working conditions
- Work and project deliverables
- Personal relationships

Ultimately the aim is for you to walk away with the willingness and ability to tap into your unlocked value!

WHAT WILL YOU LEARN?

Helping you unlock your 'real value' you'll know:

- The fundamentals of successful negotiation and how and when to best apply the process for maximum effect
- The impact your mindset has on a negotiation situation and how to best manage and position yourself for success
- How to analyse a situation from multiple perspectives to enable you to see the situation from another person's perspective
- The key steps to take before, during and after a negotiation process to help ensure success
- How to apply different skills and techniques to negotiate effectively in both your personal and professional life
- Ways to build your confidence and experience in applying negotiation techniques in a range of circumstances

HOW DOES THIS PROGRAM WORK?

This program runs over 12 weeks and is held in a collaborative and group learning environment.

In a small group you'll work with like-minded professionals to develop, shape and refine your capabilities and skills. The group format and spacing over a number of months helps to ensure sustainability of the learning.

It also enables the participants to practice techniques and share learnings and reflections throughout the program.

The sessions are held from 12 – 2 pm in a relaxed and learning conducive environment. Lunch is provided.

Each participant receives:

- Five learning sessions where key content is shared and new techniques are practised
- Workbook, which acts as a tool through the program, as well as a key reference tool
- Copy of "Step Up: how to build your influence at work"
- Peer support from a buddy throughout the program
- Access to your facilitator throughout the program's duration to answer any questions that arise between sessions
- Opportunity to network with like-minded professionals over a beautifully catered lunch

YOUR FACILITATOR AND MENTOR

Michelle Gibbings is a change leadership and career expert, and founder of Change Meridian. She is the Author of 'Step Up: How to Build Your Influence at Work', and 'Career Leap: How to Reinvent and Liberate your Career'.

Obsessed with unlocking high-impact choices to accelerate meaningful progress, Michelle is enabling a new breed of leader - one that's fit for the future of work.

Through this passion and advocacy for new ways of working, Michelle has built a distinguished reputation as the keynote speaker, advisor and executive mentor of choice for leading edge corporates and global organisations.

She is a sought after media commentator featuring regularly in national publications and outlets across the country. Michelle has Undergraduate Degrees in Communications and Commerce, a Masters in International Trade. She is a graduate of the Australian Institute of Company Directors, a Chartered Manager, and a Fellow of Finsia and the Australian Institute of Managers and Leaders.



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