

# Negotiations + Influencing Course

A FREE 2-day workshop for the Australian vegetable industry, with priority given to vegetable R&D levy payers

If you deal with people on a day to day basis whether it be with your customers, staff, people you purchase from, or transport and logistics companies then this is the course for you.

**Date:** 10th and 11th October

**Venue:** University of Queensland -  
Gatton Campus  
5391 Warrego Highway  
Gatton 4343



**Limited seats - Register at <https://www.eventbrite.com.au/e/negotiations-influencing-course-tickets-36884592810>**

**What attendees are saying:**

*"This course will help me handle situations better and get more out of the situation"*

*"It gave me the improved ability to understand different negotiation positions"*

**Hort  
Innovation**  
Strategic levy investment

**VEGETABLE  
FUND**

This project has been funded by Hort Innovation using the vegetable research and development levy and funds from the Australian Government. For more information on the fund and strategic levy investment visit [horticulture.com.au](http://horticulture.com.au)

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## Some of the topics covered:

- *Define negotiations and influencing*
- *Develop flexibility in your negotiating style*
- *Identify tactical manoeuvres*
- *Manage emotional atmospherics*
- *Use structured language for cooperation*
- *Control the sequence of the influencing process*
- *Prepare a systematic framework*
- *Alter the balance of power*
- *Break deadlocks creatively*
- *Use these concepts in the workplace*



This course is suitable for supervisors upwards, or anyone that deals with staff, suppliers or logistic companies on a daily basis.

## For more information contact:

**VegPRO via [sophiel@rmcg.com.au](mailto:sophiel@rmcg.com.au) or 0426 200 996**

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