

THE STRATEGIC FINANCE LEADER SUITE

# THE STRATEGIC NEGOTIATOR

SECURING THE DEAL

CPA  
AUSTRALIA



# LEARN FROM THE WORLD'S BEST

## JOHN TREVILLYAN FCPA

### Director, Negotiation Education Australia

John Trevillyan has over 21 years of experience at the Melbourne Business School, designing programs to achieve learning and operational outcomes for all levels of management.

Applicable across sectors, John works toward the development of professional strategies to further your management career.

As a partner in Negotiation Education Australia, John provides negotiation programs to clients such as Bunnings, AXA and Honda and has developed and facilitated decision making programs for such clients as National Australia Bank and Racing Victoria.

John has also provided similar programs to the ACCC and not for profit organisations such as Vision Australia, and Baptcare.



# DAY 1

## MANAGING THE DEAL MAKING PROCESS

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You'll learn to recognise and avoid the pitfalls involved in hard bargaining, understand how to develop mutual gain outcomes, and develop strategies to influence in conflict situations.

### PROGRAM

- Program introduction
- Distributive negotiations
  - Identifying your best alternatives
  - Setting aspirations
  - Dividing the pie
- Integrative negotiation
  - Expanding the options
  - Developing mutual gain
  - The importance of communication
  - Preparation strategies
- Conflict and tactics
  - Understand strength and development needs
  - Minimise conflictual situations
  - Identify and neutralise tactics

# DAY 2

## STRATEGIC DEAL MAKING

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Learn to recognise the pitfalls in decision making and how to influence decision makers. Identify power and how to maximise the negotiation situation and understand your own negotiation style.

### PROGRAM

- Decision making
  - Traps and pitfalls
  - 'Irrational decision making'
  - The power of framing
  - Evidence based decision making
  - Develop strategies to maximise positive decisions
  - How to influence decision makers
- Power and influence
  - Sources of power
  - Identifying and maximising power
  - Conversational influence
  - Process influence
- Business to business negotiations
  - Lease agreement negotiation
  - Strategies to identify the major issues
  - Competition vs. cooperation
- Negotiation styles
  - Identify preferred negotiation styles
  - Avoiding the pitfalls of strong styles
- Stakeholder mapping
  - Develop a communication plan for stakeholders in a project

# DAY 3

## IMPLEMENTING INTERNAL STRATEGIC INITIATIVES

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You'll learn to develop strategies to implement and influence internal projects and negotiate to maximise the potential of projects. You'll understand how to influence change, how to influence others and their change styles, develop successful strategies for your workplace case study.

### PROGRAM

- Dealing with tough negotiators
- Change style indicator
  - How to identify and influence different styles
- Negotiating change
  - Preparation, first time meetings and creating winning coalitions behind change
- Process improvement to facilitate change
- Workplace action planning case study
- Submit a negotiation situation you are currently facing prior to the program, then work with John and your peers to apply what you have learnt to maximise the negotiation outcome.

# THE POWER OF THE STRATEGIC NEGOTIATOR

Great finance leaders can make a deal for a good outcome. Exceptional leaders can steer a win-win outcome. But only the select few can negotiate in conflict situations and maximise the potential of the project.

Facilitated by expert negotiator John Trevillyan FCPA, the Strategic Negotiator program is designed to help senior finance leaders master the art of negotiation for the best outcomes.

Using case studies relevant to today's business landscapes in Australia, you'll refine your skills in negotiating mutually beneficial deals, as well as influencing internal change and maximising the potential of the negotiation.



## THE STRATEGIC FINANCE LEADER SUITE

The Strategic Finance Leader Suite is CPA Australia's preeminent suite of executive education programs, designed to help leaders perform at the highest level within the business and finance profession.

All programs within the suite are of a world-class standard, involving applications to relevant case studies.

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To explore the full suite of programs visit [cpaaustralia.com.au/leader](https://cpaaustralia.com.au/leader)

# BOOK EARLY TO AVOID DISAPPOINTMENT

Places are limited to 20 participants per program to ensure an optimum learning environment, so we encourage you to secure your place as soon as possible.

Registration includes the full, non-residential program, morning tea, lunch and afternoon tea, networking drinks, a certificate recognising you as a strategic negotiator and comprehensive learning resources to take away.

Group rates are also available.

FOR FURTHER INFORMATION, SPEAK TO OUR TEAM TODAY

Australia 1300 73 73 73

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**MELBOURNE**  
**8-10 OCTOBER 2018**

**MELBOURNE**  
**SOLD OUT IN MAY**

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