



**Master
Builders
Association**
New South Wales

BUSINESS BUILDER SERIES



Increase your Sales and Build your Business Success with

NEGOTIATING AND INFLUENCING SKILLS

SHORT COURSE / PROFESSIONAL DEVELOPMENT

 3 HOUR WORKSHOP

People buy from people, they don't buy from companies. Learn how to create better business outcomes by investing in developing the influencing and negotiation skills of you and your staff. This interactive workshop is fun, practical and insightful and will delve into the science of influencing others and how to negotiate for best outcomes.

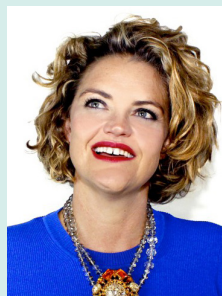
You will learn

- Practical tools & skills you can apply tomorrow to influence others and create positive negotiation outcomes
- How to successfully influence others to increase sales
- Techniques that can be applied to all situations from informal discussions through to complex contractual negotiations

WORKSHOP FACILITATOR Emily Kucukalic

Drawing on her expansive knowledge of brand marketing, Emily Kucukalic delivers educational and insightful presentations across the topics of leadership development and building personal brand through her company Brand New You.

Boasting 25% of the ASX50 as her clients, as well as a range of building and construction, consulting, and engineering firms, Emily is passionate about motivating individuals to achieve greatness.



WHO SHOULD ENROL?

Anyone responsible for sales and business growth, anyone who needs to negotiate or influence outcomes.

OUTCOME

Participants who attend this workshop will be issued a Statement of Attendance.

INTRODUCTORY PRICE

Member: \$250.00


Non-Member: \$285.00

DATES & LOCATIONS

Refer to mbansw.asn.au/training for up to date information on course scheduling.

CPD POINTS

3

 02 8586 3588

 training@mbansw.asn.au

 mbansw.asn.au/training

 [@mbansw.training](https://www.facebook.com/mbansw.training)

NORWEST | NEWCASTLE | BALLINA | WOLLONGONG | PORT MACQUARIE | GOSFORD | ULLADULLA | ORANGE | ALBURY

Master Builders Association of New South Wales Pty Ltd | RTO ID: 6163 | ABN 11 074 397 532