

# Executive Development Interventions

## NEGOTIATION

### Core Course Modules for Negotiation

Any eight of the following half-day modules:

1. Organisation culture and competing values
2. Strategic alignment
3. Opportunity assessment: options and trade-offs
4. Dealing with resistance
5. Difficult conversations
6. Negotiation dynamics and thinking
7. Selling solutions
8. Behaviours of high-trust individuals
9. Mental models
10. Whole-brain thinking

We offer up to 40 additional, optional, half-day modules on each of our subject areas that can be included to **customise your certificate course**.

