

How to communicate, increase confidence and develop practical skills

Negotiations + Influencing workshops

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: 19th & 20th February 2018

Venue: South Australian Produce Markets
Burma Road
Poorka, SA 5095



Limited seats - Register at:

<https://www.eventbrite.com.au/e/how-to-communicate-increase-confidence-and-develop-practical-skills-negotiating-influencing-workshop-tickets-41936990668>

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

Handle difficult conversations - Negotiations + Influencing

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Some of the topics covered:

- *Increase confidence and effective communication*
- *Distinguish between “what” is being spoken about from “how” to speak about it*
- *Develop flexibility in your style and manner*
- *Manage emotional and difficult conversations*
- *Identify tactics and have a strategy for responses*
- *Use language for understand and create cooperation*
- *Control and influence to get to better pricing outcomes*
- *Prepare effectively to combat wholesaler retail push*
- *Identify needs*
- *Avoid conflict*
- *Improve listening skill to and get a positive response*
- *How to transfer skill to the farmgate profitability*



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 or 0426 200 996

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