



Dip.TAS, BA (Psych.), Grad. Cert. NLP,  
M App Sci. (Social Ecology)

Chris is a leader in training in applied cognitive psychology. He and the consultants in his company specialise in cultural, corporate and personal change. He has over twenty years experience in coaching, consulting and leading seminars in Australia and the US.

He holds a Diploma in Training and Assessment Systems, a Degree in Psychology, a Graduate Certificate in Neuro-Linguistic Programming (NLP) and a Masters degree in Applied Science Social Ecology.

“NLP has helped me cultivate razor sharp thinking and learning strategies. I now have more choice and options available on a daily basis, personally and professionally as I communicate in a far more emotionally intelligent, aware manner.”

*Geoff Wade - CEO at Onirik*

**For course details contact us:**

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Process Oriented Negotiation is a “3-day” training seminar for professionals seeking magnify the impact of their communication.

These skills will enhance the individual’s ability to frame and present ideas successfully keeping in sight specific individual and team outcomes, as well as considering outcome sustainability given the context.

#### **You will learn:**

- How to design effective thinking and communication strategies
- High quality information gathering tools
- Outcome oriented framing
- Reframing
- In-depth outcome exploration
- Outcome sustainability evaluation

By focusing on the process of the negotiation and keeping outcomes in sight at all times, this model of negotiation is guaranteed to bring results to your team everytime.

#### **Results include:**

- Radically decreased conflict between peers
- Integration of individual outcomes in teams, leading to greater group efficiency
- Systemic approach to dealing with conflict
- Significantly leverage your choices when dealing with conflict
- Magnify the impact of relationships among peers
- Boost individual and team productivity

The principles taught in this program have been proven across all kinds of industries.

#### **We strongly recommend this program for:**

- Change Managers and Consultants
- Human Resources Professionals
- Executive Directors
- Management professionals
- Sales, Marketing and Communication Specialists

*“Everything is negotiable”*  
*Carrie Fisher*

## Catalysts of exceptional effectiveness

INDIVIDUAL | IN-DEPTH | INTEGRATIVE | INNOVATIVE | INSPIRING