

Why Negotiations Fail – Lessons from the Trenches

Advanced Corporate Negotiation Seminar

Are you making common negotiation mistakes?

Negotiation is the dominant process for finalising contracts, reaching agreement on commercial terms and for resolving disputes. However, despite its dominance as the preferred resolution mechanism, the competency level of practitioners varies widely.

Drawing on 30+ years of practice across diverse jurisdictions and subject areas, including corporate restructuring, banking and insurance, this presentation will identify common negotiation mistakes.

Benefits of attending:

- Analyse your negotiation style and develop key areas of competency
- Learn strategies to enhance your negotiation practice
- Improve your capability to achieve superior outcomes.

EVENT DETAILS

Date: Wednesday 9 December 2015

Time: 5.45pm registration, 6.00pm sharp start, 8.30pm close
Drinks and canapés will follow the seminar

Venue: City Campus Level 20, 360 Collins St, Melbourne

Cost: FREE. Places are limited so please register early

RSVP: Wednesday 2 December 2015

Further information:

Judy Gutman

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Phone: (03) 9479 1563

REGISTER ONLINE

Feel free to pass this invitation on to your colleagues.

PRESENTERS



Ms Judy Gutman

Senior Lecturer, La Trobe Law School

Judy is a legal practitioner and nationally accredited mediator whose experience serving on a range of panels, boards and committees adds to her professional skills as a mediator and negotiator in matters across both the public and private sector.



Mr Patrick Cavanagh

*Associate Professor of Law,
UQ TC Beirne School of Law*

Pat has extensive experience in the field of corporate negotiation and dispute resolution, and has held a number of senior positions as a negotiator in Australia and overseas.