

# How to get more value out of your negotiations

Thursday 24 June | 8.30am-12.30pm

Law Society House, Brisbane

## Overview

### Level: Foundation

Are you making the most of your negotiations? Intuitive and 'under pressure' negotiations tend to default to distributive bargaining. This creates significant opportunities for the disciplined negotiator to extract more value for our clients and enhance our professional skills and reputation. Join Michael Klug AM FAICD as he explores techniques for overcoming obstacles in negotiations and how to get the most value out of them.

3.5 CPD Points



8am **Registration**

8.30am **How to get more value out of your negotiations**



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There will be a 15 minute break for morning tea.

Presenter: **Michael Klug AM FAICD**, Consultant, Clayton Utz

Chair: **Giorgia Papi-Morini**, Senior Professional Development Solicitor, Queensland Law Society

12.30pm **Close**