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AUSTRALIAN
SCHOOL OF BUSINESS™
THE UNIVERSITY OF NEW SOUTH WALES

2009 Lifelong Learning Series

Negotiate with Skill - Seminar

Is it time to refresh your negotiation skills?

Dr Nancy Kohn
Lecturer, Australian School of Business, UNSW

Wednesday, 29th July 2009

Overview:

As a leader or manager within your organisation, you negotiate every day. But it is not every day that we have an opportunity to review negotiation planning and practice.

Negotiation is often so engrained in the role of manager, that you may hardly notice you're doing it. Yet your negotiate situations can have a significant outcome on practice, performance and culture.

This interactive seminar, conducted by Dr Nancy Kohn, will review the important planning elements you need for successful negotiation outcomes. You will also have the opportunity to practice your negotiation skills at the seminar.

Speaker profile:

Dr Nancy Kohn is a lecturer at the Australian School of Business, UNSW.

Nancy received her PhD from the Australian Graduate School of Management, and her MBA from the University of Chicago. Nancy also has undergraduate degrees in Psychology and nursing.

Nancy specialises in Negotiation Skills, and Communication skills, and has taught on the undergraduate, postgraduate and MBA programs. Nancy has received outstanding ratings in all the courses she has taught. In 2007 Nancy received the Australian School of Business 2007 Teaching Excellence Award: 'Outstanding Performance in Team Teaching' for COMM 5001, Business Communication, Ethics and Practice, as part of the BCEP teaching team.

As well as lecturing, Nancy has also worked as a consultant for organisations and individuals in the areas of survey design and analysis and for personal negotiations.

- Date:** Wednesday, 29th July 2009
Time: 7:00pm – 8:30pm (networking drinks follow)
Venue: Cliftons – Level 33, No. 9 Queen's Road Central
Cost: Free of charge
Bookings: Fax completed booking form to +852 2588 1724
Enquiries: Contact Gladys Lo Tel: +852 2593 9900 Email: info@agsm.com.hk



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BOOKING FORM

Negotiate with Skill - Seminar

Dr Nancy Kohn
Lecturer, Australian School of Business, UNSW

7:00pm, Wednesday, 29th July 2009
Cliftons, Level 33 No. 9 Queen's Road Central

REGISTRATION BY FAX

Please complete the form below and fax to +852 2588 1724.

For enquiries please call +852 2593 9900

Name:	Surname:	Position:	Organisation:

Address: Home / Company

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Email:	Contact No:	Program/ Year:

GUESTS

If bringing accompanying guests, please complete details below.

Guest Name:	Position:	Organisation:	Email:
1.			

Guest Name:	Position:	Organisation:	Email:
2.			

Guest Name:	Position:	Organisation:	Email:
3.			

Please return completed booking form to Fax: +852 2588 1724