



## **NEGOTIATION**



### **ENHANCE YOUR SKILLS IN THIS FOODSERVICE SPECIFIC PROGRAM**

***The FSAA, in conjunction with a leading service provider, has developed a three-module program specifically for the Australian foodservice market.***

***Negotiation is the second module on offer and will take place in July in both Sydney and Melbourne.***

***Tailored to Australian foodservice conditions, they are ideal for any level of sales and marketing professional from the manufacturer, distributor or broker, whether they are in the food, distributor, commercial equipment or tableware channels.***

***Don't miss this chance to further develop the skills of your people and enhance their ability to grow your business.***

***This is a "first" for the foodservice market – a great career development opportunity!***

#### **CONTACT:**

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# NEGOTIATION

- ✓ a robust, foodservice planning framework
- ✓ understanding the negotiation framework
- ✓ evaluating the types of negotiations
- ✓ considering variables and power balance
  - ✓ case studies and role plays
  - ✓ your style and skills
  - ✓ multichannel negotiations
  - ✓ managing tactics



	Planning
Sydney	Tuesday July 16 <sup>th</sup> William Angliss Institute Level 1, 11 Bowden Street, Alexandria
Melbourne	Thursday July 18 <sup>th</sup> William Angliss Institute, 555 La Trobe Street Melbourne

## COST

**Members: \$750+GST per person per module (a discount will be offered for participation in all three modules)**

**Non-Members: \$1250+gst per person per module**