



# Sharpen Your Negotiation Skills!

## Contract and negotiation skills for Managers

**Date:** 21<sup>st</sup> June 2024, Friday

**Time:** 9.00 AM-5.00 PM

**Location:** Darwin- Darwin Innovation Hub, Level 1, 48-50 Smith Street, Darwin city  
Alice Springs- Desert Knowledge Research Institute, 475 Stuart Highway, Alice Springs

Are you a Manager, Executive or Public Servant looking to enhance your negotiation skills? Don't miss this exclusive opportunity to join our one-day masterclass on **"Negotiating Contracts"**! Gain the confidence and knowledge necessary to navigate the complexities of contract law and execute public and private sector projects effectively. This masterclass provides practical insights and real-world scenarios to sharpen your contract negotiation prowess.

### What You will Learn:

- Understand the fundamentals of contracts.
- Read and analyse contracts including key clauses.
- Develop negotiation techniques for successful contract outcomes.
- Practical and hands on negotiation exercises that reflect public and private sector negotiations.
- Empower yourself to negotiate and execute deals with ease

**Led by:** Commercial Lawyer **Gareth Benson**

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# Overview

## Morning session:

- **Registration and Welcome**  
Join us as we kick off the day, introducing the agenda and objectives.
- **Introduction to fundamental of contracts**  
Explore the essential principles and concepts of contract law. Learn about key elements such as offer, acceptance, consideration, and legal capacity.
- **Negotiation skills for Managers**  
Learn the human skills of negotiation including creating win/win scenarios, how to make an offer and strategies for private and public sector negotiation success.
- **Break**  
Take a short break to refresh and network with fellow participants online and offline.
- **Negotiation essential contract terms**  
Identify and understand vital contract terms and learn how to negotiate such terms in a live professional setting designed to hone your negotiation skills.
- **Lunch Break**  
Enjoy a lunch break and seize the opportunity to network with other attendees.

## Afternoon session:

- **Breach of Contract and Remedies**  
Learn how to deal with breach of contract and pursue legal and non-legal remedies in a live roleplay scenario.
- **Managing contracts in practice**  
Gain practical tips on contract drafting, negotiation and management in a live roleplay and negotiation workshop.
- **Break**  
Take a short break before the final session.
- **Contractual challenges and legal updates**  
Explore the latest challenges in business, including Artificial Intelligence (AI) and how to embrace technology in negotiation scenarios. Stay updated on recent legal developments impacting contract management.
- **Q&A and closing remarks**  
Recap key takeaways, address specific concerns in a Q&A session and distribute participation certificates.

**Don't miss the opportunity to elevate your procurement game and embrace your negotiation superpower!**

**Limited seats are available: Register now!**

**Register at:** <https://webpay.cdu.edu.au/CANFM-21>

**Cost:** \$800

**Note:** GST is not included in above pricing

For more information, contact **Gareth Benson** on 0414 684 819 or [fasinnovations@cdu.edu.au](mailto:fasinnovations@cdu.edu.au)



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