

You don't get what you

deserve

you get

what you

settle for

High Stakes Negotiation Workshop for Executives

Don't settle for less

Ever walkaway from a negotiation wishing that you had got a better deal?

If you combine the right mindset with advanced skills – you never have that feeling again.

Learn from the best in the business

Derrick McManus and Gary Edwards combine their high stakes negotiation backgrounds in hostage situations, legal disputes and business to show you how to develop the skills and strategic approach to get an unfair advantage in your next negotiation.

Master advanced skills

Workshop takeaways include:

- **Mindset:** How to think like a negotiator and map your strategy
- **Influence:** Stand your ground and show others the strength of your position
- **Problem solving:** Ask key questions to explore options and find creative solutions
- **Bargaining:** Be able to package options and drive a hard bargain

Derrick McManus

Ex-paramilitary operative

Being shot 14 times during an operation in the Barossa Valley makes Derrick not just a survivor but an expert in managing high-pressure situations and the emotions that go with them. Learn how you can adopt Derrick's 'never-say-die' attitude in your presentations.



Gary Edwards

Former Courtroom Lawyer and Negotiation Expert

Gary has worked with police hostage negotiators and trained many courtroom lawyers in persuasive techniques. Learn how to use his highly sought-after communication strategies that get attention, compel agreement and inspire action.



"It's directly transferable and usable - very practical, very powerful."

– President, Australian Property Institute

"Absolutely eye-opening – will be recommending this to everyone I know!"

– Workshop participant

To book or for more information please contact:

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Because when the
stakes are high,
being prepared
is everything