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Please complete and fax back to IPWEAQ - (07) 3632 6899

Name _____
 Organisation _____
 Address _____
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 Email _____
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 Phone _____ Fax _____

Payment
Registration fee \$850.00 inc GST (includes two-day workshop, lunch, morning and afternoon tea)

No. of Attendees	Price	TOTAL inc GST
<input type="text"/>	x <input type="text" value="\$860.00"/>	= <input type="text"/>

I would like to pay by: Select one of the following options.

- Cheque**
Payable to Institute of Public Works Engineering Australia (Qld)
If paying by cheque post your cheque together with this form to
IPWEAQ, PO Box 2100, Fortitude Valley
- Credit Card** A fee of 1.5% will be added to your payment for Mastercard or Visa
Fax completed registration form & credit card details to (07) 3632 6899
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p: (07) 3632 6800
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e: info@ipweaq.asn.au
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4/43-49 Sandgate Road, Albion 4010

The Institute of Public Works
Engineering Australia
Queensland Division



presents

NEGOTIATING THE GENDER DIVIDE

A workshop for Women in
Government, Industry & Education



Educates > Represents >
Connects > Leads >

Women who participate in this intensive two-day program will develop insight and skills in how to enhance their influencing opportunities working in the local government and public works area.

Learn to -

- Uncover the myths
- Handle the hidden agendas
- Effectively use 'genderspeak'



The Program

During the program you will learn how to:

- > open the doors of gender perception
- > sex, lies and stereotypes - uncover the myths and expectations of being a woman
- > work with hidden agendas that determine success
- > be more aspirational in their outcomes
- > communicate with power and confidence
 - > speak up and speak out; dare to ask
 - > promote yourself - through the artful boast
- > communicate effectively to improve performance outcomes
 - > say what you mean - avoid what you don't mean
- > use power and influence to be more assertive, less aggressive
- > develop strategies to enlist support and allies across the organisation
- > manage the process to successfully negotiate your desired outcomes
- > use 'gender-blending' and 'gender-flexibility' for down to earth cooperation - not alienation

The program will be dynamic and interactive using video clips, case studies and practice to build insight and skills. It provides a practical approach for managing the process of influencing others. You will be led through interactive exercises, case studies and rehearsals in order to:

- diagnose the critical components underlying the negotiation process
- understand what drives the other party
- recognise and develop intentional style flexibility
- formulate strategies that shift the power balance
- structure verbal and non-verbal language to gain cooperation

Program Outcomes

- Getting better performance outcomes for your organisation
- Increase the confidence you require to be a successful negotiator and influencer
- Gain the desired outcomes you are seeking
- Influence others in the workplace through being strategic
- Learn how to be more assertive and advance your own career
- Be more effective in your personal and professional lives.

Day 1

8.30 Registration
 10.30 - 10.45 Morning Tea
 12.30 - 1.30 Lunch
 3.00 - 3.15 Afternoon Tea
 4.30 Day finish

Day 2

8.30 Day commence
 10.30 - 10.45 Morning Tea
 12.30 - 1.30 Lunch
 3.00 - 3.15 Afternoon Tea
 4.30 Close

Your Facilitator



Annie Guthrie MBA, BA, Dip Ed

Annie is a management consultant with Cadence Management Consulting and is also a licensed negotiation consultant with ENS International. She has over 20 years experience working in a diverse range of organisations in both the public and private sectors. Her negotiation and consulting work with ENS International led her to develop a special interest in women's issues as negotiators. In response to a growing number of senior professional women saying they were interested in learning more about the art of negotiation from a women's perspective, Annie conducted a comprehensive research study of successful Australian women to identify how they negotiate.

Key Benefits

The program will help build confidence and strategies to positively influence and exert control, leading to the ability to successfully negotiate desired outcomes. It will: be dynamic and interactive using video clips, case studies and practice to build insight and skills. It provides a practical approach for managing the process of influencing others. You will be led through interactive exercises.

- Strengthen your ability to manage conflict and achieve better outcomes for you in your council
- Increase the confidence you require to be a successful negotiator and influencer
- Improve your ability to influence others in the political setting of local government
- Learn how to be more assertive

Skills developed in the program can be applied immediately to everyday situations at work and in life.



CADENCE