

ENGINEERS IRELAND - CORK REGION CPD LECTURE SERIES

Negotiation Skills for Engineers

About the event:

This session will be of interest to those, who wish to gain a greater understanding of the professional negotiation process; including the techniques and ploys commonly used by negotiators.

Topics Covered

- What makes a great Negotiator?
- The 5 key elements of a structured approach...in practical steps
- Conducting negotiations ...techniques that will give you the advantage and ploys used by others that you must be aware of and be able to overcome.

Event details:

Date: Monday 24th October 2011

Time: 18:30 (Tea & Coffee from 6.00pm)

Venue: Rochestown Park Hotel, Cork

For further details on this event, check out our community calendar in the members area of the website or visit the Cork Region [website](#)

Fees: This is one of a series of four lectures for which fees are payable.

- ✚ Member: €60 (Series); €20 (Lecture)
- ✚ Non-Member: €80 (Series); €25 (Lecture)
- ✚ Unwaged: €30 (Series); €10 (Lecture)

Booking: Booking is required and full details are on www.engineersirelandcork.ie and from CPD2011@engineersirelandcork.ie. Group discount available.

Biography – Phil Kildea

Phil Kildea is a trainer, business mentor and executive coach with 20 years training experience. He works with clients from a broad range of industries in the private and public sectors.

He has been successfully delivering Negotiations Skills training on behalf of Engineers Ireland since 2007... helping Engineers to develop and enhance their skills in what is an essential key competence.

Phil has a very energetic, interactive delivery style, and proactively encourages questions from groups that he works with.