



OT AUSTRALIA NSW

Australian Association of Occupational Therapists - New South Wales

Negotiation Skills for Health Professionals

19 August 2010

Sydney

Northcott Conference and Function Centre
1 Fennell St, Parramatta NSW

8.30am - 4.30pm each day

Cost: Members: \$275 (includes GST) **Non Members \$550** (includes GST)
Include comprehensive notes, equipment as well as morning tea, lunch, and afternoon teas.

*A 10% discount if attending more than one of Michelle Bihary Workshop Series on 18th, 19th and 20th August

OVERVIEW

Highly developed negotiation skills are necessary in supporting the professional skills of those working in the health care context. Whether one is negotiating on behalf of oneself, our staff in a leadership role or on behalf of our clients and their carers, health professionals need confidence and skill in the art of negotiation.

This workshop will focus on the communication skills necessary for negotiation as well as understanding the process of negotiation and the complexity involved. This workshop will address the pragmatics of the negotiation process as well as exploring the ways of strategically managing the relationships through use of Emotional Intelligence and other concepts to ensure the best outcomes possible.

At the end of this workshop participants will have:

- Increased knowledge of the key concepts of a negotiation process
- Practical skills in applying the negotiation process to their unique situation and work context
- Increased knowledge of how to strategically manage relationships where negotiation is complex
- Practical skills in developing a plan for a successful negotiation process
- Exploring the typical barriers and hurdles in the negotiation process

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Unit 20, 8 Avenue of the Americas
Newington, NSW 2127

Phone: (02) 9648 3225 Fax: (02) 9737 0023

By attending this Continuing Professional Development event you may be able to claim points towards the Accredited Occupational Therapist Program CPD points. Please check the CPD section in your AccOT manual.





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This workshop will be delivered using active learning and adult learning principles as the core teaching style with lots of opportunity for discussion, reflection, practice and skill building. A multi media presentation complements the active learning style and is supported by comprehensive notes and reference material to encourage further knowledge and skill development. This course is built on strong professional values, including integrity, authenticity, respect and confidentiality. It is a privilege to have the opportunity to work together with other health professionals

About the Presenter: Michelle Bihary

Michelle is the Director of The Delta Centre, a multi-disciplinary therapy centre located in Malvern, Victoria. Michelle draws on twenty-eight years of experience working as an Occupational Therapist, Individual and Family Therapist, as well as a leader in both the public mental health system as well as in her role at The Delta Centre. Michelle specialises in therapy, clinical and professional supervision, and training and consultancy services. Michelle designs and delivers tailored training courses in areas such as leadership and management, professional supervision and resilience for health professionals.

Michelle has a warm, respectful and engaging manner and is able to establish good rapport with a variety of groups. She has synthesized the wisdom of 28 years of practice, with professional and personal development, and uses these to inspire and motivate others in their professional growth and development.

To secure a place for this CPD event complete the following CPD Registration form and fax to OT Australia NSW Fax 02 9737 0023

NB: ONLY THE CURRENT OT AUSTRALIA NSW CPD REGISTRATION FORM WILL BE ACCEPTED

Available from : http://www.otnsw.com.au/download/2010_CPD_Form.pdf or telephone 02 9648 3225 .

Registration closes 18 July 2010 Places for CPD events are limited

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