



THE UNIVERSITY  
OF QUEENSLAND  
AUSTRALIA

CREATE CHANGE

# Negotiating for Success

Delivered by Executive Education







Master the art of negotiation to create value for yourself and your organisation in this practical, research-informed course. In today's complex professional landscape, the ability to negotiate effectively is vital, whether you're managing partnerships, navigating competing priorities, or resolving workplace challenges.

Negotiating for Success equips you with the tools and frameworks to confidently manage high-stakes conversations and build relationships that last. You'll explore your personal negotiation style, apply cutting-edge insights from behavioural science and management research, and take part in immersive workshops that build your confidence and capability.

Through case studies, collaborative exercises and real-world scenarios, you'll refine your approach to negotiating outcomes that are sustainable and mutually beneficial. Gain the confidence to tackle complexity, manage competing interests, and deliver value for all parties while growing your influence as a leader.

**Negotiate with purpose.  
Lead with impact.**



## Who should attend

- Professionals across all sectors seeking to strengthen their negotiation capabilities and achieve better outcomes in complex, high-stakes environments.
- Managers, team leaders and project leads who regularly negotiate with internal and external stakeholders and want to create long-term, value-driven relationships.
- Individuals aiming to enhance their confidence and flexibility in handling workplace negotiations and resolving differences effectively.



## How you'll learn

Negotiating for Success is a two-day in-person workshop, designed by negotiation expert Professor Michael Zyphur, combining academic rigour with real-world relevance.

You'll engage in experiential learning, including simulations, role-plays, and collaborative exercises that bring negotiation theory to life.

The program also includes self-reflection tools and peer discussions to deepen your understanding of different negotiation styles and dynamics.

To receive your digital Credly badge and showcase your achievement, you'll need to complete and participate in all the exercises throughout the course delivery.

## What you'll learn

- Gain insight into your personal negotiation style and how to adapt it across a range of contexts, from team management to vendor and stakeholder discussions.
- Build confidence in your ability to influence, persuade and co-create value during negotiations, no matter the power dynamics or situation.
- Learn how to identify and respond to common challenges in negotiation through evidence-based strategies that improve collaboration and decision-making.
- Develop the skills to manage negotiation dynamics flexibly, balancing assertiveness with empathy to reach sustainable outcomes that benefit all parties involved.
- Understand the academic principles that underpin successful negotiation and how to apply them in your day-to-day professional interactions.





## Learning journey

### Course stage

### Agenda

#### 2 weeks prior to course

#### Prepare for your course

In preparation for your upcoming learning journey we invite you to take part in some pre-course learnings that will help shape your mindset prior to entering the classroom.

#### Day 1

- Arrival complimentary coffee & tea + networking
- Welcome & session 1.1
- Morning tea (catered)
- Session 1.2
- Lunch (catered)
- Session 2.1
- Afternoon tea (catered)
- Session 2.2
- Closing comments

#### Day 2

- Arrival complimentary coffee & tea + networking
- Session 3.1
- Morning tea (catered)
- Session 3.2
- Lunch (catered)
- Session 4.1
- Afternoon tea (catered)
- Session 4.2
- Closing comments



## Why learn with us

The University of Queensland is a premium provider of education in Australia. Our professional development courses and customised programs are designed to provide learning opportunities for emerging and senior leaders in corporate, government and not-for-profit sectors across industries.

Our expert facilitators use the latest techniques to provide a practical and immersive learning experience to help you achieve organisational objectives.

The course content draws on subject matter taught within our postgraduate programs, such as our high-ranking Master of Business Administration (MBA), to ensure quality of learning experience and learning outcomes.



**In an ever-changing world,  
it pays to be an ever-evolving  
professional.**



### Academic excellence

Be inspired to lead, innovate and excel by learning from renowned business academics and industry experts.



### Grow your professional network

Take advantage of opportunities to collaborate and build relationships with peers across sectors and industries.



### High-impact learning

Gain a competitive advantage by acquiring cutting-edge frameworks and practical tools to achieve personal and organisational objectives.



### Accessible CBD location

UQ Brisbane City is the go-to destination for premium professional development, networking, and event opportunities, conveniently located in the heart of Brisbane's CBD.



## Learn from an expert



**Professor Michael Zyphur**  
Professor of Quantitative  
Methods, UQ Business School

Michael Zyphur is a Professor at the University of Queensland Business School, where he specialises in quantitative methods and behavioural science. He brings over 20 years of experience teaching statistical modelling, decision-making, and negotiation to diverse audiences from PhD researchers to executive leaders.

Michael holds a PhD in Industrial and Organisational Psychology from Tulane University and has held academic positions at leading institutions including the University of Melbourne, University of Washington, and the National University of Singapore.

A former ARC Future Fellow and lead investigator on multiple ARC Discovery Projects, he is also Director of Instats and the Society for Quantitative Methods.

His research focuses on applying advanced statistical techniques—such as structural equation modelling and multilevel modelling—to solve complex problems in the social and health sciences. With over 100 peer-reviewed publications and 15,000+ citations, his impact spans academic, corporate, and government sectors worldwide.

Michael has delivered award-winning executive education on negotiation, decision-making, and behavioural science for public, private, and non-profit organisations—empowering leaders to use evidence-based strategies to navigate complexity and deliver value.

**“This was such a fantastic course. I’ve done quite a few different courses over the years, and this is right up there with the top. We left with immensely practical knowledge that I’m very excited to begin to implement in everyday interactions.”**

**Donny Rodriguez**  
2025 participant



## What will I receive upon completion?

Upon successful completion you will receive a UQ Business School Certificate of Completion. Your certificate takes the form of a shareable digital Credly badge. This provides you the opportunity to showcase to the world your newly acquired skills and serves as a digital record of your achievement.

Applicant	Price
Early bird discount	AUD \$2,112
Individual	AUD \$2,640
UQ Staff	AUD \$2,400

If you'd like this course or a combination of our offerings delivered to your organisation, contact us to discuss options for a Corporate Package.



**Duration**  
3 days  
9am–5pm



**Delivery mode**  
Face-to-face/  
in-person



**Location**  
UQ Brisbane City  
308 Queen Street, Brisbane CBD





## For more information

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