

SUT YES! NEGOTIATING FOR SUCCESS

Report on YES! Evening Event

Rigby's Bar & Grill, Thursday, 28th May 2015

Daphne Voon, SUT YES! Committee Member



On the evening of Thursday the 28th of May, the YES! event, 'Negotiating for Success' kicked off at Rigby's Bar & Bistro. As usual, the first order of business was to satisfy the hunger and quench the thirst of work-weary attendees coming in through the door. Pre-event networking was well underway over a variety of drinks, nibbles and pizzas fresh out of the oven!

Then the exciting time came for YES! Chair: Ben Holland, to announce the newly elected YES! Chair: Ibrahim Ayoub.

Formalities over Ibrahim announced the Session Chair of the night (Daphne Voon, Technip Oceania) and the speaker of the night, Lina Velosa (Business Development Manager for Nexxis & Director/Coach for Abacco Group). Lina took the stage and shared her wisdom on the topic of successful negotiations. We learned about the theory behind the 3 steps of negotiation: Prepare, Negotiate and Review. As part of the preparation and strategy planning process, each participant completed a pop quiz to determine our negotiation style – whether we were a horse (competitive), a cat (compromising), or a dog (accommodating and collaborating). Once we were aware of our own negotiation styles, as well as the negotiation style of a person we were potentially negotiating with, Lina taught us how to leverage our BATNA (Best Alternative to a Negotiated Agreement). Using BATNA as a source of power, we were encouraged to think about how to improve our own negotiation position as well as how to weaken the other side's power.

With the new knowledge embedded in our minds, it was time to turn theory into practice with a little bit of role-play. Participants were paired up to form negotiation teams. Half of all pairs were allocated the role of seller while the other half were allocated the role of buyer. The product for sale was LNG. Both the buyer and seller possessed information that the other did not have, to be used as BATNA in the negotiation. The start gun was fired, and the atmosphere turned lively as the personalities came out (some were very colourful indeed!). The lively atmosphere soon turned into tense air as teams frantically tried to close their deals before time was up. At the end of the role-play, some teams looked much chuffed with their efforts while others were... not so chuffed. True to the theory, Lina then led a review and de-briefing of the role-play.

The night was topped off with more food, drinks and wonderful company. Thank you so much to Lina for facilitating what was a very informative and interesting event and for sponsors Woodside Energy for making the evening possible.



Past and new YES! Chairs, Session Chair & Presenter



Delegates, mid-way through workshop