

YES! (Young Engineers & Scientists)
invite you to:



Negotiating for Success

A theory and practice workshop for young engineers and scientists

Rigby's Bar & Grill (Basement Lounge)

Rear 221 St Georges Terrace, Perth

5.30 pm – 8.00 pm

Thursday, 28th May 2015

**DRINKS
& SNACKS
INCLUDED**

Chaired by: Daphne Voon, Structural Engineer, Technip Oceania Pty Ltd

Negotiation is a fundamental skill that everyone can learn how and when to use. We all engage in negotiations all the time; we negotiate with our friends, partners, colleagues, clients and boss. Usually, we think of negotiating when we are buying a second hand car or when discussing a new salary, but we can use negotiating skills and strategies every day. By learning a very simple process, we can achieve our desired outcomes and successful negotiations both personally and professionally.

About the facilitator:

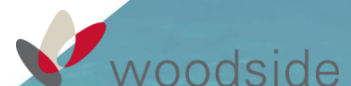
The workshop will be presented and facilitated by Lina Velosa, (Business Development Manager for Nexxis & Director/Coach for Abacco Group). From Colombia where she worked as a field consultant, to managing business development for an Oil and Gas Services Company in the Asia Pacific region and directing her own company, Lina has a professional history in negotiation, strategy, and technical sales, she has the experience to deliver the insights and practical businesses knowledge. Lina has achieved an MBA (majoring in Oil & Gas) and an undergraduate degree in Science.



Programme:

- 5.30 pm: Registration and drinks
- 6.00 pm: Workshop (theory and practice)
- 7.30 pm: Networking with drinks and snacks
- 8.30 pm: Event close

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REGISTRATION FEES: \$15 for Members, \$25 for Non-members. SUT YES! Events are aimed at young professionals who are new to the industry and students in their final year of study. YES! Event registrations are available online. Payment during the registration process (via Mastercard or Visa credit card) is required in order to secure your place. Should your organisation wish for an invoice, all names will be required upfront and changes in delegate numbers will not be permitted. To request an invoice please email perthevents@sut.org with all delegate names. Should you have any questions please contact the SUT on + 61 (0) 8 9446 9903 or email perthevents@sut.org.

To register please visit: www.trybooking.com/HEST

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