



NEGOTIATION MASTERCLASS

VISION SHIFT:

Elevate Your Influence with Vision

Friday 28th March 2025

Virtual Masterclass

1:00pm–3:00pm (AEDT) | 3:00pm–5:00pm (NZDT)



TICKET PRICE: AU\$150

USE CODE 31012510 BY 11:59PM 21ST FEBRUARY TO GET YOUR 10% EARLY BIRD DISCOUNT!

What do you do when your ideas or proposals are dismissed, misunderstood, or met with scepticism? How do you influence industry partners, senior leaders or colleagues who seem sceptical, stuck or resistant to change?

What if you've only got moments to make your case? These scenarios are all too familiar for anyone navigating complex conversations, advocating for initiatives or negotiating agreements in a university or research setting.

Participants Will Leave the Virtual Masterclass With:

- A deep understanding of **why vision matters** in influencing and negotiation, particularly in research environments.
- A **practical tool** for uncovering and building vision in ways that resonate with stakeholders.
- Insights gained through **interactive exploration of core principles** and real-world applications during the session.
- A **clearer perspective** on how to influence sceptical, stubborn, or resistant stakeholders effectively.
- **Ongoing support** through a follow-up group session to refine strategies and strengthen results after applying them

Who should attend?

This workshop is ideal for researchers, professional staff, academics and anyone else looking to amplify their influence in 2025. Whether you're advocating for funding, proposing initiatives to senior leaders, negotiating agreements, or seeking buy-in from individuals or groups, this session will help you to navigate these critical conversations with greater clarity and impact.

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Stu van Rij
Influencing and Negotiating Expert

Find out more about Stu

