

Certificate of Completion

THIS CERTIFIES THAT
CALEB FELLOWES

has participated in the following education session:

CORE TEAM LEADING SKILLS #3: Negotiating a Tough Crowd

Presenter Nicole Nash-Arnold

Nurse Career Coach of Nurse Manager HQ

In this session you will:

- Explore styles of negotiation to identify strategies that sit well with your values
- Define the essential "gates" of negotiation to ensure that you're prepared for the terrain ahead
- Identify the top 10 mistakes new team leaders make during negotiations
- Use a model for negotiation broadly in all aspects of your life

Completed on

07 April 2019 (duration of 1 hour/s)

This equates to 1 CPD Hour/s (Continuing Professional Development)

REFLECTION:

In this session, we will explore the skill and art of negotiation and how you can use this skill in both your professional and personal life.



Cheryl Dezotti

Director of the Nursing CPD Institute

Certificate #264749 issued by the
Nursing CPD Institute

ABN 56 116 470 716