



PHOTO: MICK HARDING

RIGHT PEOPLE FOR COUNTRY PROGRAM

TRADITIONAL OWNER NEGOTIATION SKILLS WORKSHOP

**19 -21 MARCH 2019
MELBOURNE**

**Essential skills in negotiation,
influencing and agreement making
tailored for Victorian Traditional Owners**

**Training is fully funded by the
Right People for Country program /
Aboriginal Victoria**

ARE YOU

- Involved in Traditional Owner business?
- Already on a board or negotiation team? Or ready to step up and get more involved?
- Wanting to learn new skills and tools to influence others or negotiate agreements?

BENEFITS FOR YOU

This three-day Negotiation Skills Workshop is tailored for Victorian Traditional Owners and provides essential skills and tools to assist Traditional Owner groups to prepare and negotiate agreements.

WHAT DOES THE WORKSHOP COVER?

Preparing for negotiations:

- Getting clear – about your own goals and needs
- Having a structured way for a negotiation team to prepare
- Setting an agenda
- Standing in the other persons shoes to be able to influence them more effectively
- Developing options and strategies to get a better result
- Understanding your own negotiation style

In the room:

- Listening to understand, asking questions and talking to be heard
- Managing emotions: your own and others
- Managing an agenda and being flexible at the same time

When things get difficult:

- Responding to and managing conflict
- Not getting overwhelmed or losing confidence
- Breaking deadlocks

WORKSHOP APPROACH

The workshop will:

- Build on the knowledge and skills of Traditional Owner participants
- Provide opportunities for Traditional Owners to network and learn from each other
- Be interactive and provide lots of opportunities to practice skills and debrief
- Include role plays and case studies based on everyday life as well as Traditional Owner agreement making
- Be fun!

RIGHT PEOPLE FOR COUNTRY PROGRAM

Right People for Country program provides support to Traditional Owner groups to make their own agreements about boundaries and/or group composition and representation.

Agreements can assist Traditional Owner groups to become Registered Aboriginal Parties under the *Aboriginal Heritage Act* and to negotiate settlements with the Victorian Government under the *Traditional Owner Settlement Act* and *Native Title Act*.

COURSE DETAILS

When and where?

Wednesday 19 March - Friday 21 March 2018
Melbourne

SPONSORSHIP

AV will cover all workshop costs including accommodation, meals and training for participants. Travel is reimbursed for public transport or petrol costs upon presentation of receipts.

HOW TO APPLY?

Nominations are open to Victorian Traditional Owners.

Sixteen places are available in the workshop. If more nominations than places are received priority will be given to Traditional Owners currently involved in or getting ready for Right People for Country agreement making support.

To get the best out of the workshop, participants need to commit to attend all three days. We encourage:

- Two or more Traditional Owners from a group
- Traditional Owners from a number of groups
- Participants who are experienced in Traditional Owner business as well as younger participants who are seeking to step up and get more involved.

Nominations close: 19 February 2018

Please send your completed nomination form to:

dylan.clarke@dpc.vic.gov.au; or
Right People for Country Program
Aboriginal Victoria
GPO Box 2392
Melbourne VIC 3001

MORE INFORMATION?

Contact the Right People for Country program:

Dylan Clarke
P: (03) 8392 5386
E: dylan.clarke@dpc.vic.gov.au
M: 0408 190 843

NOMINATION FORM

**TRADITIONAL OWNER
NEGOTIATION SKILLS WORKSHOP
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Nominee details

Name:	Date of birth: / /
Postal Address:	
Phone:	Email:

Traditional Owner group/s

Are you associated with any Victorian Traditional Owner groups? Yes No

Name of Traditional Owner group/s:

Are you seeking to participate on behalf of a Traditional Owner group? Yes No

Name of Traditional Owner group:

Has the Traditional Owner group endorsed your nomination to participate in the workshop? Yes No

Contact person: Phone:

Email:

Nominee background

Describe your involvement in Traditional Owner business e.g. board member, negotiation representative, involvement in other roles or activities or wanting to get more involved.

What skills and knowledge do you bring to this workshop (including through work, family or community)?

Why do you want to participate in this workshop?

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Educational experience

We are interested in your educational experience so we can tailor the workshop to the group. We encourage people with different educational experiences and backgrounds to participate in the workshop.

What level of schooling have you completed? (tick one)

Less than year 10 Year 10 Year 11 Year 12

Post secondary qualifications: (tick one or more and provide course name)

Certificate II

Certificate III

Certificate IV

Diploma

Degree

Masters

PhD

Accommodation and catering

Will you require accommodation during the workshop? Yes No

If yes, will you be arriving the night before? Yes No

Estimated time of arrival:

Do you have any special dietary, health or access requirements? Yes No

If yes, please specify:

JOINT LEARNING AGREEMENT

TRADITIONAL OWNER NEGOTIATION SKILLS WORKSHOP 19 - 21 MARCH 2019

The Negotiation Skills Workshop is funded by Aboriginal Victoria and includes accommodation, meals and training for participants. Travel is reimbursed for public transport or petrol costs upon presentation of receipts.

Aboriginal Victoria agrees to provide:

- High quality training in a positive learning environment
- Relevant course materials, reading and resources
- Participant support for accommodation, meals and travel

I (print your name) _____ agree to:

- Attend all sessions of the Strategic Negotiation Skills Workshop, from 9am to 5pm each day for three days.
- Fully participate in the workshop in a positive, sharing and respectful manner.
- Notify Aboriginal Victoria immediately if something happens that may affect my attendance at the workshop.

DECLARATION

I have read the agreement and will fulfil the obligations to the best of my ability.

Signature: _____ Date: ____ / ____ / ____

Please ensure you have completed ALL sections and provided a DAYTIME phone number.

Please send your completed nomination form to:

Dylan Clarke
Right People for Country Program
Aboriginal Victoria
GPO Box 2392
Melbourne VIC 3001
E: dylan.clarke@dpc.vic.gov.au

For more information about the workshop please contact the Right People for Country Program:

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M: 0408 190 843

Or visit our webpage at
www.dpc.vic.gov.au/rightpeopleforcountry