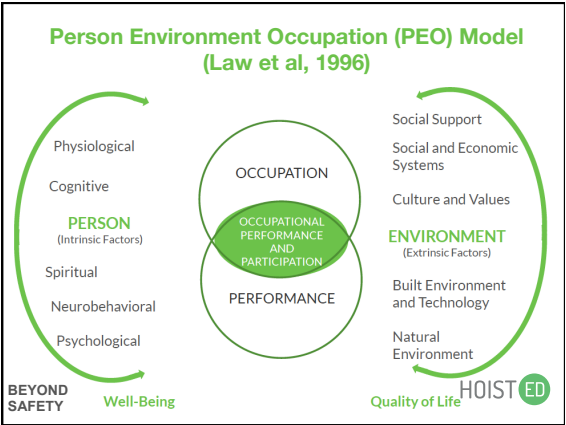


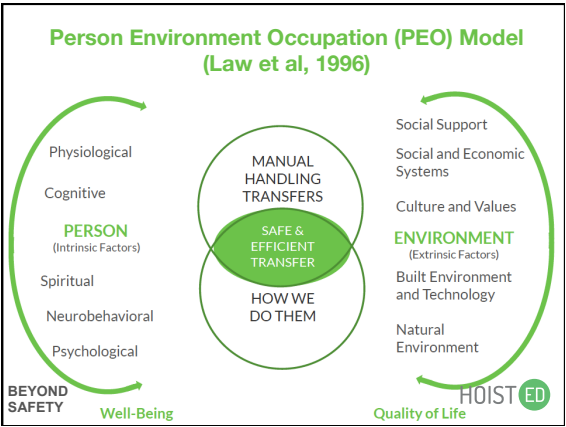
AAMHP – 7TH BIENNIAL CONFERENCE,
FREMANTLE, WA
25 MAY 2016

MANUAL HANDLING
Yes it is physical but its
also social and emotional

Aideen Gallagher – Risk Managed Pty Ltd
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HOIST ED















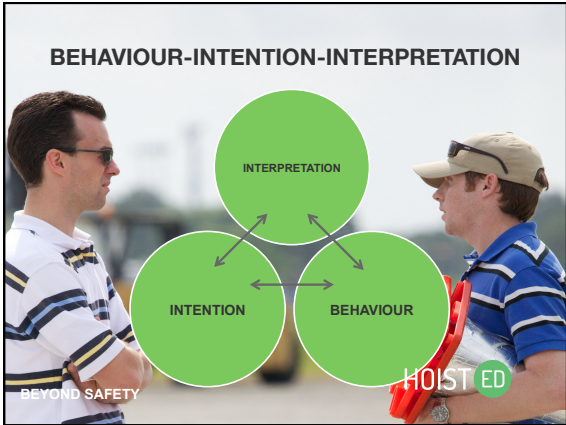
















3 CRITERIA TO GOOD NEGOTIATION

PRODUCE WISE AGREEMENT IF AGREEMENT POSSIBLE

EFFICIENT

IMPROVE AS OPPOSED TO DAMAGE THE RELATIONSHIP BETWEEN PARTIES

(Fisher and Ury, 1977)

BEYOND SAFETY

HOISTED



WE ALL WANT THE SAME THING

WIN

WIN

BEYOND SAFETY

HOISTED



NO LIFT

NO NEGOTIATION

MINIMAL LIFT

LET'S TALK ABOUT IT

LET'S WORK IT OUT

4 elements to negotiation (Fisher & Ury, 1977)

People: Separate the people from the problem	Options: Generate a variety of possibilities before deciding what to do
Interests: Focus on interests, not positions	Criteria: Insist that the result be based on some objective standards

BEYOND SAFETY HOIST ED

FREUDS COUCH

HOIST ED

BEYOND SAFETY HOIST ED







4 elements to negotiation (Fisher & Ury, 1977)

People: Separate the people from the problem	Options: Generate a variety of possibilities before deciding what to do
Interests: Focus on interests, not positions	Criteria: Insist that the result be based on some objective standards

HOIST ED

OBJECTIVE MEASURE



BEYOND SAFETY HOIST ED

TIMING



HOIST ED

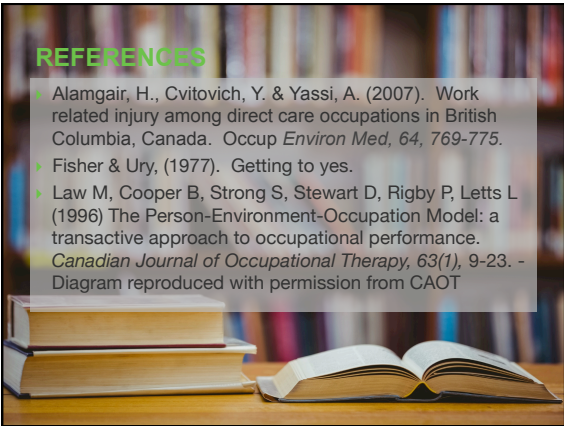












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MEDIA

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