

Michael Klug

Expert on Negotiation Skills & Dispute Resolution

Michael Klug is an expert on negotiation and dispute resolution. His presentations provide attendees with increased confidence, skills and techniques to help resolve conflicts, reduce business costs, create value in negotiations and build stronger relationships with both colleagues and clients.

With a focus on achieving optimal commercial outcomes, Michael Klug has written, observed and extracted 132 Golden Rules of Negotiation which form the basis of his presentations.

In demand throughout Australia, New Zealand and Asia, Michael Klug's dynamic presentations, are engaging and intellectually stimulating. By using anecdotal stories to illustrate various key techniques, Michael places the emphasis on ensuring successful outcomes - whether in daily communication with colleagues and clients or in high pressured negotiations with disputing parties.

In addition to delivering presentations, Michael regularly conducts customised training programs on various topics that include: individual styles of negotiation, adjusting your negotiation style to suit the situation, characteristics of an effective negotiator, self-managed outcomes, planning for negotiation, selecting a strategy and dealing with difficult people.

More about Michael Klug:

Michael Klug has been a partner in Clayton Utz and its predecessors for over 35 years. Practising in the area of commercial litigation and dispute resolution, Michael advises large corporate and government clients and has been involved in very significant public disputes and matters.

Considered one of Australia's pioneering lawyers, Michael's primary area of professional recognition is in the field of Alternative Dispute Resolution (ADR). He is one of the original founders of LEADR (Lawyers Engaged in Alternative Dispute Resolution) and he was an original Director of the Australian Disputes Centre. He has served on numerous ADR committees nationwide.

Michael is an Adjunct Professor of the Queensland University of Technology Law School where he has taught ADR and negotiation skills to generations of students. He has also been a lecturer to the Griffith University International Negotiation Program and the Queensland Bar Association



Practice Program.

Michael has held a range of public and corporate positions throughout his career, ranging from being a part-time law reform commissioner appointed by the Attorney-General through to being a member of the QUT Council. He is currently a director of Ecofund Pty Ltd and also serves on the Brisbane City Council Infrastructure Committee.

Client testimonials

“ Michael is a dynamic speaker who clearly communicates the intricacies of negotiation and provides great real life examples and experiences.

- *Queensland Rail*

“ Michael's intellect, level of engagement and direct method of knowledge transfer are outstanding.

- *Campbell Brothers*

“ I feel like a new person at work (and at home) after doing Michael's course - it's had an amazing impact on me.

- *Carman's Fine Foods*

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