



Peter Singer

Senior Associate

Business Development Advisor

Mediation and Negotiation Advisor

Facilitator

As a specialist advisor and senior associate of Collective Intelligence, Peter consults to our clients on deal negotiation and runs negotiation workshops. A key aspect of Business Development and the ability to strike an effective business deal, is the negotiation piece – often the phase which people feel least comfortable conducting.

Peter helps leaders and their people facing conflict develop awareness of the key approaches that can deliver unexpected, constructive outcomes. Helping leaders develop an awareness of a negotiating framework can make a significant impact for many.

Over the past 4 years Peter has provided Collective Intelligence's BD Accelerator Graduates with supplementary negotiation guidance for:

- Multi-million dollar deals in the resources field;
- Tender responses and EOIs and helping structuring the response;
- Multi-party deals involving coordination of joint suppliers; and
- Multi-year deals for government service provision to government bodies.

Peter's professional experience is drawn from diverse industries including IT Programming and Support, Telecommunications Engineering, Recruitment, Start-ups, Fuel Industry, Retail Design and Implementation, FMCG, University Lecturing, Commercial and Workplace Mediation and Consulting.

Along with his 2 brothers Peter owned and built a national professional services company employing 100 talented staff. They sold this company to a UK publicly listed company.

Peter sits on numerous government mediation panels including: the Victoria Small Business Commission, Oilcode, Performing Rights, Small Business, Family Business and Franchise Code Panels.

Qualifications and Accreditations

- Masters Degree in Conflict Resolution (Latrobe U)
- Program On Negotiation (PON - Harvard U)
- Graduate Certificate Studies in Negotiation (ACU)
- Bachelor Applied Science in IT (QUT)
- Accredited Mediator - National Mediation Accreditation Standards (NMAS)
- Resolution Institute Fellow and Accredited Mediator