



*"In business and in life,
you don't get what you deserve,
you get what you negotiate."*

- Chester Karrass

Darren Shaw - Senior Consultant

Darren Shaw has an entrepreneurial streak. He used his thesis from his B.App.Sci. (Agric.) to start his first successful business (processing and packaging salad vegetables for retail), his second business; a consultancy firm helping clients to develop investment portfolios, stemmed from his own foray into purchasing investment property for himself.

Fifteen years owning and operating small business has given Darren sufficient experience to know that improved negotiation skills means improved business and personal performance. He currently works as a director of several companies and conducts negotiation training and coaching. Negotiations made on behalf of customers, friends and himself include a great variety of areas: such as body corporates, the building and construction industry, rogue company directors, neighbourhood disputes and even getting the kids to clean their bedroom.

In addition to delivering negotiation training and coaching with Clarion Learning, Darren is a facilitator of the 'Four Rooms of Change®' tools and methodologies. The Four Rooms of Change helps individuals, groups and organizations to answer the following questions:

- How does change occur?
- What can we do to achieve this in our organisation?
- Can this be achieved in an efficient manner across our whole organisation?

The Four Rooms of Change suits organisations that need increased productivity, a change of culture and a unifying language.

Darren's passion lies in his roots as a farmer. His grandparents were orchardists and before he was old enough to take-over the enterprise the farm was sold. In keeping with his dream, Darren pursued a degree in Agriculture and has since purchased a commercial farm in the Otway Ranges of Victoria. Darren enjoys getting his hands dirty both physically and metaphorically to sow the seeds and reap the harvest.

Darren has a wife and a son, and they divide their time between Elwood in Melbourne and Gellibrand in the Otway Ranges of Victoria.

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