

NEGOTIATING & INFLUENCING SKILLS

Negotiating and influencing skills are integral components of a leader's toolkit and can be developed through practice.

This program is designed to be experiential with role plays and case studies to allow Managers and leaders to develop confidence in being able to negotiate positive outcomes and influence others positively.

KEY BENEFITS

- Greater confidence in negotiating and influencing by Managers and leaders so that these skills can be implemented in the workplace.
- Increase positive outcomes when negotiating to reduce conflict and negativity and subsequent stress.
- Use robust and contemporary models of negotiation and influencing for positive outcomes.

LEARNING OUTCOMES

- Understanding the importance of negotiation and influencing skills as part of a leader's toolkit.
- Understand negotiation models and frameworks and how these can be used in the workplace.
- Develop positive communication skills and listening skills as part of the negotiation and influencing process.
- Practical applications throughout the program to use the models and frameworks and develop confidence.

WHO SHOULD ATTEND

All managers

DURATION

Half day or full day

METHODOLOGY

A variety of presentation methods and tools are used to ensure the learning experience is interactive, engaging and effective, including:

- PowerPoint presentation
- Group facilitated discussion
- Group activities
- Case studies