

NEGOTIATING AND INFLUENCING FOR OUTCOMES

Give yourself an advantage through influencing and negotiating skills

More than price and timing, negotiation and influencing skills can be used to position, add value, direct agreements and improve terms & conditions. Honing these skills can increase your performance and lead to more favourable outcomes more consistently. This workshop gives you a fully integrated approach to negotiation and influence and will help you prepare and improve your performance in what can sometimes be challenging, sensitive or contentious situations.

Workshop Content

The practical nature of this workshop incorporates both theory and skills practice to improve how you set objectives, gather information and understand stakeholders, so you can identify the difference between your thinking and theirs. Content includes developing your strategy through thorough preparation, refining communication and tactics and understanding and identifying the tactics that your audience may use on you. Finally, the workshop takes a thorough look at effective negotiation execution.

Learning Outcomes

Upon completion of this workshop, participants will be able to:

- Understand their communication and negotiation style and identify the style of others to gain better results
- Deal more effectively with difficult people
- Conduct effective stakeholder analysis to establish the appropriate approach for specific situations
- Identify and use tactics and techniques for simple and complex negotiations as well as for internal and external situations
- Maintain their relationships without devaluing their position
- Gain increased confidence in individual negotiation style and skills
- Use a core framework to plan and prepare for strategic negotiation scenarios



Recommended for:

Middle and senior managers



Delivery

Face-to-face (recommended) or virtual



Workshop duration

Full day



No. of attendees

10-12

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communication | leadership | coaching



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