

Influence, Persuade and Negotiate

1 Day

Great negotiators know how to influence. Learn their secrets in this high impact workshop. Discover how to plan a successful negotiation session. Match your influencing tactics to your negotiation partner's decision-making style. Speak the language of influence. Recognise and respond to dirty tricks. Use conflict management tools to handle emotions during negotiation.

What you'll learn to do in this course

You'll come out of this session with powerful tools for boosting your influence. We'll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You'll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Plan four key stages of negotiation
- Use key negotiating tactics
- Master influential language techniques
- Respond resourcefully to dirty tactics
- Manage your own and others emotions
- Close your negotiation on a positive note

Topics you'll cover

- Introduction to negotiation and influence
- How to influence anyone
- Mapping your negotiation
- Planning your tactics
- What to say and when to say it
- Handling power games and emotions
- Closing the deal

“think
learn?
succeed”

“Smart training for clever people”

**What others have said
about the course...**

“Very helpful, well organised, excellent presenter.”

“Excellent content, excellent presentation, would have been happy to spend more time on these skills.”

“An excellent summary of such a broad area. Many challenging areas dealt with effectively. Great management by Eleanor of a varied group of people.”



Book your training NOW

Call Eleanor Shakiba on 0433 126 841

Download course information at
www.thinklearnsucceed.com.au