



Influencing and Negotiating in the Workplace

Essential techniques to influence, communicate and build relationships with all around you

The workshop will cover:

- Examining your sphere of influence at work
- The SDI – an understanding of your colour
- Examining your motivation and those of your sphere
- Identify your own preferred influencing style
- Influencing tactics for handling different colours
- Apply principles of influencing to your day-to-day communication.
- Influencing practice – the holiday request
- An Introduction to Negotiation with Others
- The core negotiation process when working with others
- Pre-negotiation – preparation and planning
- Concluding the negotiation – securing a win/win result
- Negotiation practice – the relocation
- Difficult situations – handling conflict, remaining confident and assertive
- Gaining cooperation from others and minimising conflict
- Further practice

Learning reinforcement

- A series of MP3 podcasts minutes that you can listen to helping you to reinforce the learning points from the workshop.
- The podcasts are narrated by Paul Archer

Learning how to influence and persuade others is one of the most valuable and transferable skills to have. In order to influence the thinking and behaviour of others, and persuade them to your way of thinking, you need to communicate confidently, build a relationship and remain assertive even when pressurised.

This course is designed to enable you to be more confident, influential and persuasive at work and includes a brief introduction to the theory of negotiating with others. The core focus is about one-to-one interactions.

The focus is around general principles and the use of the SDI (Strength Deployment Inventory), a marvellous and speedy tool to be able to assess your values and figure out what drives you and the people you work with.

Armed with this knowledge you can adapt your influencing style to suit the situation and be aware of the impact your natural style has on others.

Plenty of practical opportunities to apply the principles of influencing and negotiation in the workplace

Call or email now to discuss how we can tailor the workshop for you



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