



Workshop Overview

Achievement of goals as a people manager is wholly dependent on other stakeholders, whether that is your direct team members, or members of other departments you frequently need to influence and enlist help and support from.



Benefits

This course provides an opportunity to learn and try out techniques that enhance influence and effectiveness for any manager. Based on the skills of negotiating and influencing, the course helps managers to develop an influencing strategy and use a mix of verbal and non-verbal skills to carry it out.

Outcomes & Content

- ✓ Negotiation and Persuasion
- ✓ Pull and Push style communication
- ✓ The phases of negotiation
- ✓ Collaboration strategies
- ✓ Using questions to overcome disagreement
- ✓ Bidding strategies
- ✓ Overcoming objections
- ✓ Interpreting non-verbal communication
- ✓ Learn the proven influencing techniques



Who should attend ?

This workshop has been designed specifically to assist managers with their influencing techniques and build better relationships. This senior level course will help managers persuade and negotiate and is particularly useful for management teams seeking ways to work more effectively together.

