



## Workshop Overview

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.



## Benefits

By the end of this workshop, you will be more confident, influential and persuasive at work, You will learn the influencing 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.

## Outcomes & Content

- ✓ Examining your sphere of influence at work
- ✓ The SDI – an understanding of your colour
- ✓ Examining your motivation
- ✓ Identify your own preferred influencing style
- ✓ Influencing tactics for handling different colours
- ✓ Applying principles of influencing
- ✓ An Introduction to negotiation with others
- ✓ The core negotiation process
- ✓ Pre-negotiation – preparation and planning
- ✓ Concluding the negotiation – securing a win/win
- ✓ Negotiation practice – the relocation
- ✓ Difficult situations – handling conflict
- ✓ Gaining cooperation from others



## Who should attend ?

This workshop is applicable for roles that require influence and negotiation both to internal and external customers. Customer facing roles like sales, account management as well as internal cross-function roles would benefit from attending.

