

# Negotiating and Influencing Skills



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this course:](#)

## Objectives :

The ability to positively influence and negotiate effectively is needed in all organisations. Negotiating not only secures efficient financial deals but also creates partnerships and successful working relationships. Participants learn of both the psychology and disciplines of negotiating so that they can create acceptable 'win-win' situations. The emphasis of this course is on positive assertive influencing.

Delegates are introduced to a range of strategies to adopt in any given negotiation situation.

## Audience:

Anyone whose job involves a significant degree of negotiation and/or has the need to positively influence others

## Duration:

**One Day**

## Additional Information:

Course content can be tailored to clients specific needs

## Course Contents

- Types of negotiation
- Recognising non-negotiating situations
- Why negotiate?
- Prepare for negotiations
- Structuring negotiations
- Influencing Strategies and how to use them
- Communications Skills
- Win-Win outcomes
- Closing the negotiations

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Or visit our web site –[www.sensetraining.co.uk](http://www.sensetraining.co.uk)**