

NEGOTIATING AND INFLUENCING FOR OUTCOMES



Delivery: Face-to-face (recommended) or Virtual



Duration: Full day



Maximum participants: 12



Recommended for: Middle to Senior Managers



Fully Pre-qualified on: buy.nsw Supplier Hub, VendorPanel and AusTender



Give yourself an advantage through influencing and negotiation skills

More than price and timing, negotiation and influencing skills can be used to position, add value, direct agreements and improve terms & conditions. Honing these skills can increase your performance and lead to more favourable outcomes more consistently. This workshop gives you a fully integrated approach to negotiation and influence and will help you prepare and improve your performance in what can be challenging, sensitive or contentious situations.

WORKSHOP CONTENT

The practical nature of this workshop incorporates both theory and skills practice to improve how you set objectives, gather information and understand stakeholders, so you can identify the difference between your thinking and theirs. Content includes developing your strategy through thorough preparation, refining communication & tactics and understanding and identifying the tactics your audience may try with you. Finally, the workshop thoroughly explores effective negotiation execution.

LEARNING OUTCOMES

Upon completion of this workshop, participants will be able to:

- Understand their communication and negotiation style and identify the style of others to gain better results

- Conduct effective stakeholder analysis to establish the appropriate approach for specific situations
- Maintain their relationships without devaluing their position
- Use a core framework to plan and prepare for strategic negotiation scenarios
- Communicate more effectively through adequate positioning
- Deal more effectively with difficult people
- Identify and use influence/negotiation tactics and techniques for simple and complex, internal and external situations
- Gain increased confidence in individual negotiation style and skills

INFLUENCE OUTCOMES AND ACHIEVE OBJECTIVES

Superior influencing and negotiation skills can give you a competitive edge in every aspect of business.

NSW CAPABILITY FRAMEWORK ALIGNMENT

- Personal Attributes
- Relationships
- Results

RELATED COACHING AVAILABLE:

- Individual Development Coaching
- Communication Skills
- DiSC | Understanding Self & Others
- Presentation Skills
- Influencing Without Authority

“ Really valuable insight and strategies to improve my skills - in what has always been a challenging process. ”