

Positive Influencing and Negotiating in the Workplace

Duration	1 day
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Target group	This virtual training course aims to develop an employee's ability to positively influence and negotiate with others to achieve mutually acceptable outcomes.
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Prerequisites	There are no prerequisites for this course.
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Objective	<ul style="list-style-type: none">• Employees will be able to influence others to positively change thoughts and behaviours.• Employees will understand how to negotiate effectively to achieve workable outcomes.
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Contents	<ul style="list-style-type: none">• Understand the psychology of positive influencing.• Explain positive/negative influencing styles and their emotional impact.• Explore and apply a range of influencing models/techniques to negotiate with others.• Apply techniques to minimise resistance.• Understand how to apply a range of 'power' bases effectively to achieve satisfactory outcomes and increase personal credibility.
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Exam	N/A
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