

Influencing Skills

Workshop Purpose:

To enable individuals to persuade and negotiate with others to reach agreements which are mutually beneficial while understanding that negotiation is the pre-eminent form of decision-making in personal and professional life.



Workshop Outcomes:

On completion of this workshop participants will be able to:

- Identify the primary persuasion/negotiating styles
- Apply different persuasive behaviours
- Structure the interaction
- Generate solutions
- Negotiate win/win outcomes
- Identify the common traps in persuasion/negotiation

Who should attend:

Any person involved in the organisation who is involved in negotiation and leading teams

Duration:

2 Days

For a minimum of 8 to a *maximum of 14* participants

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