

INFLUENTIAL NEGOTIATIONS

ACHIEVE WINNING OUTCOMES



LOWER DEFENCES.
BUILD TRUST.
INFLUENCE.

BY

INFLUENCE SOLUTIONS

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

FUTURE-READY. INNOVATIVE. RELEVANT. STRATEGIC. TRUSTED



7 UNBEATABLE TAKEAWAYS

This immersive, highly interactive programme opens your eyes to a new way of thinking about the negotiating process.

You will gain the skills to conduct successful negotiations in a range of situations. Through an understanding of various tactics, you will be able to take into account how the other party may respond, so that you are clear about your own options at all times. You will gain an intricate understanding and application of successful negotiation techniques.

At the heart of our programme is the recognition that long-term relationships are best served by finding win-win solutions. You will learn to:

- 🎙 Enhance personal and commercial relationships
- 🎙 Leverage your natural strengths and versatility to bring down the effort and enhance the results of negotiation
- 🎙 Master winning strategies and tactics that achieve efficient results
- 🎙 Conduct principled negotiations that conclude in win-win agreement
- 🎙 Increase your confidence and reduce stress when handling difficult situations
- 🎙 Create value in your negotiations and help your stakeholders see you as a strategic partner
- 🎙 Approach interactions in a targeted manner, and achieve optimal commercial outcomes

**TRANSFORM YOUR SALES,
RELATIONSHIPS AND INFLUENCE!**



INTERACTIVE IMPACTFUL INSPIRING

SELECT THE FORMAT THAT FITS YOUR DESIRED OUTCOMES:

- **TWO-DAY MASTERCLASS**
- **ONE-DAY PROGRAM**
- **HALF-DAY WORKSHOP**
- **EXPERIENTIAL KEYNOTE**

Influential Negotiation creates an immersive experience where you will gain insights on how to maximise the opportunity of interactions to achieve win-win outcomes.

Influential negotiation enables us to lower defences of others, establish rapid rapport and trust. This will transform our interactions, and elevate our relationships into that of a strategic partner.

Activate the Influencer Within.

PROGRAMME AGENDA

LAYING THE FOUNDATION

- Setting personal expectations and desired results
- Realising what's in it for you – how being an influential negotiator can boost your productivity and profitability

ELEMENTS OF AN EFFECTIVE NEGOTIATION

- Understanding the stages of negotiation
- The importance of proper planning
- Determining the power in negotiation

NEGOTIATION ESSENTIALS

- Unique characteristics of successful negotiators
- Impactful questioning
- Insightful listening

UNDERSTANDING NEGOTIATING STYLES

- Identifying your dominant style
- Reading others' negotiating styles
- Gaining the versatility to win in various scenarios

ADVANCED NEGOTIATING TECHNIQUES

- Strategies and tactics for a dynamic negotiation environment
- Negotiating from a weak position
- Handling difficult negotiations

MAKING IT REAL

- Participating in a deal-making simulation
- Applying the negotiating principles to enhance effectiveness in real scenarios
- Evolving powerful approaches to current challenges
- Achieving immediate wins that open the door to big results

MAKING IT REAL

- Gaining clarity and a wider perspective
- Setting a new direction – walk out with a simple action plan that resonates with you

OUR FRAMEWORK HELPS PEOPLE & ORGANISATIONS TO ACHIEVE VISIBLE RESULTS

1. **SUPPORT TO SUSTAIN THE DESIRED TRANSFORMATION.** The best of programmes often fail to achieve sustainable results since the push and pull of daily life overwhelms participants. We help to sustain the transformation by providing long-term, continual support and reinforcement through:

- a. Pre-work and reflection before the workshop that help people plan their learning.
- b. Reflection Reminders sent to every participant 4-6 weeks after the workshop.
- c. Learning Journey Buddy arrangements
- d. Letters to self
- e. Follow-up one-to-one coaching, if required.

These inspire people to stay focused on achieving personal and organisational goals.

2. **EMPOWER INDIVIDUALS TO EMBRACE LEARNING.** Our solutions are based on the belief that all human beings are born creative, intuitive and intelligent. We help people to realise that true mastery lies in exploring viewpoints beyond their own, and the continual application of learning.

3. **ALIGNMENT OF PERSONAL AND ORGANISATIONAL GOALS.** People become invested in the success of a program when they understand it is about their personal and professional success.

4. **SHOWCASING VALUE.** People take action only when they fully appreciate the value of doing so. Our programs highlight and demonstrate the practical benefits of the topic.

5. **THEORIES INTO ACTION.** No matter how powerful a theory, it delivers little value unless people are able to convert it into **simple, repetitive** and **visible** actions that help them to achieve the desired results.

6. **HIGH APPLICATION TO THEORY RATIO.** Our programmes are highly experiential, with a 30-70 knowledge-application ratio. We employ a blend of training and coaching to ensure every participant gains:

- a. CLARITY – In understanding and applying the key concepts
- b. CONFIDENCE – In implementing these concepts and ideas
- c. COMMITMENT TO ACT – Leaving with a clear, personally chosen action plan

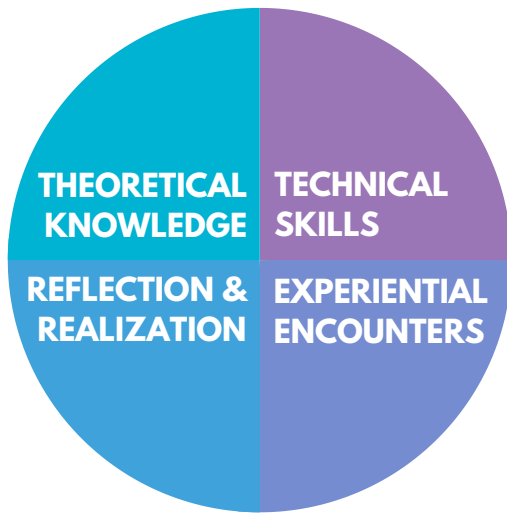
This ensures participants leave every workshop with a simple and well-defined action plan, which they can use naturally and effortlessly.

7. **FLEXIBLE FORMATS.** To ensure optimal learning and the least work-disruptive experience, our programmes can be delivered in a variety of formats – from 2-day masterclasses, to one or half-day workshops, 60-minute keynotes, or a customised blend of face-to-face and online learning.

COMMUNICATE TO INSPIRE AND INFLUENCE

OUR ACTION-BASED LEARNING METHODOLOGY

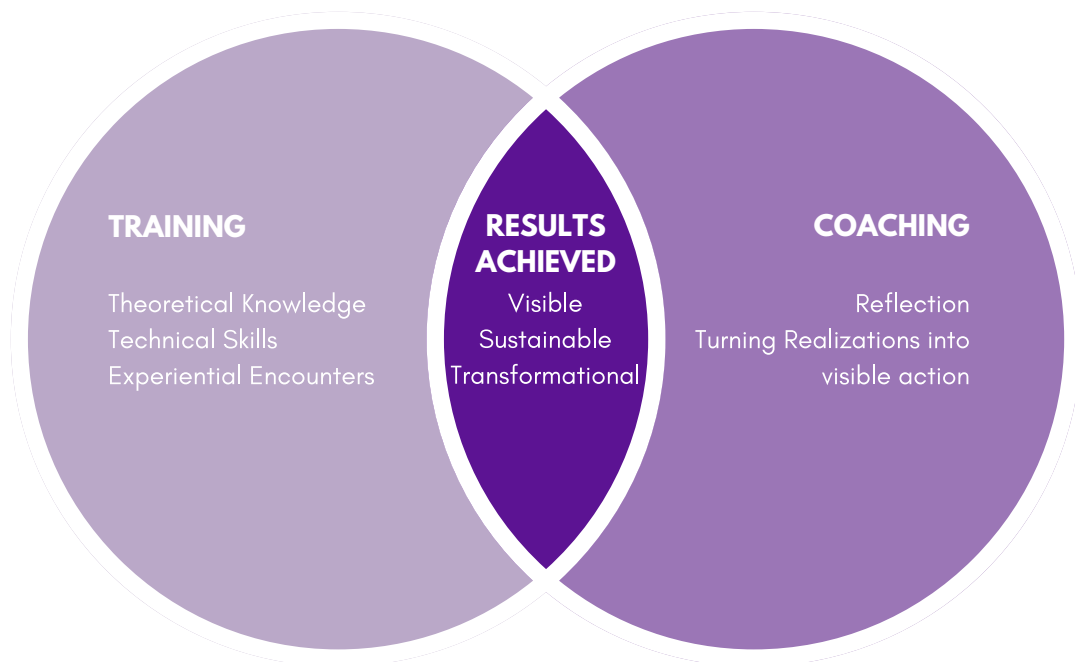
The foundation of all our programmes is a unique Action-based Learning Methodology designed to produce lasting, personal, relevant, and actionable realisations.



The Action-based Learning Methodology has four distinct modes of knowledge production: theoretical knowledge, technical skills, experiential encounters, and reflection and realisation.

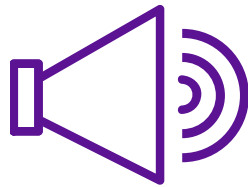
The use of these multiple methods to engage and challenge participants generates the buy-in, commitment, and connection needed to ensure sustainable transformation, and thus, the increase in profitability and productivity.

OUR ACTION-BASED LEARNING METHODOLOGY



Our unique action-based methodology enables participants, not just to expand their horizons by seeing other concepts, but also to identify Simple-Repetitive-Visible actions, which they can use to implement the concepts, at work and in their personal lives.

ENABLING YOU TO ACHIEVE WINNING OUTCOMES



IDEAS ARE ONLY AS POWERFUL AS THE
MANNER IN WHICH THEY ARE COMMUNICATED

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***F**uture-ready ***I**nnovative ***R**elevant ***S**trategic ***T**rusted

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