



# Negotiation & Influencing Skills Training Course



# About This Course

## Negotiation & Influencing Skills Training Course



**Do you want to be able to negotiate better outcomes and influence others to come around to your way of thinking?**

Our Negotiation and Influencing Skills Training Course will provide you with the skills, approaches and tactics to negotiate and influence successfully.

Our Negotiation and Influencing Skills training course is delivered as an open course in 21 locations across the UK and Ireland, online or at your business location.

We deliver the course as a face to face course and a live virtual online course.



# The Course Aim & Objectives

Here's what you will learn on our negotiation and influencing skills course



## Course Aim

Our one day Negotiation and Influencing Skills Training Course will provide you with lots of tips and ideas to help you effectively negotiate outcomes and influence others to come around to your way of thinking.

## Course Objectives

By attending this Negotiation and Influencing Skills Training Course you will be able to:

- Demonstrate an increased understanding and awareness of what negotiation and influencing is
- Identify through group and individual activities the skills knowledge and understanding necessary to be an effective negotiator whilst developing your own negotiating skills
- Understand the skills required to Influence effectively to bring people around to your way of thinking
- Develop general strategies for successful negotiation and influencing
- Produce win-win resolutions for all parties
- Identify your own negotiation and influencing style and its potential strengths and weaknesses

# The Course Content

Here's what we cover in our negotiation & influencing skills course



## **What is Negotiation and Influencing?**

- An introduction to what negotiation and influencing is and the main differences between them.

## **Preparing to Negotiate and Influence**

- What to do before you go into a negotiation
- Determining your walk away point
- Understanding the best approach for the people you will be negotiating with
- Preparations required to Influence

## **Making Your Proposal**

- How to structure your proposal to ensure you sell the benefits
- How to counter proposals from the other party
- Body language and tone of voice when negotiating

## **Debating**

- Getting to an agreement that satisfies both parties
- Being assertive during the process

## **Bargaining**

- What to consider when making concessions on your part to get an agreement
- How to counteract arguments
- How to get to a closing point

## **Closing**

- How to close the negotiation and ensure the relationship stays in tact
- How to walk away

## **Being a Mediator**

- Using the learning from the session to deal with conflict and act as a mediator.

# Delivery Options

How we deliver our negotiation & influencing skills course



## Open Training Course

Delivered as a scheduled open training course at 21 locations across the UK and Ireland and as an online training course.

**In-person:** £279.00 + VAT / €339.00

**Online:** £215.00 + VAT / €239.00

Price per delegate.



## In-House

Delivered at your business location or a location of your choice anywhere in the UK, Ireland, across Europe or online.

We can adapt the course content to meet your specific needs and those of your team.

Contact us for a quote.

# Open Course Locations

Here's where we deliver our open training courses



**Belfast**

**Birmingham**

**Bristol**

**Cardiff**

**Chelmsford**

**Cork**

**Dublin**

**Edinburgh**

**Glasgow**

**Leeds**

**Leicester**

**Liverpool**

**London**

**Manchester**

**Milton Keynes**

**Newcastle**

**Norwich**

**Nottingham**

**Reading**

**Sheffield**

**Southampton**



# In-House Delivery

Train your team. Train your entire company



**We can deliver our negotiation & influencing skills training course just for your team or organisation.**

1

**Start with an off-the shelf course**

We'll use the content in the overview as a starting point

2

**Understanding your needs**

We'll work with you to agree what outcomes you want from the course

3

**Making it yours**

We will shape the content to ensure the course meets your requirements

4

**Delivering the skills**

We then deliver the course that we've agreed either in-person or online

**Make it even more bespoke**

We can completely redesign the course to meet you needs. Just tell us what you need, and we can put a no obligation proposal together for you.

# Online Training Course

Fun, engaging and interactive – delivered online



**Our negotiation & influencing skills course can be delivered as a virtual online course.**



**The same great content reimagined for the online environment.**

- ✓ Our open training courses are delivered using Zoom
- ✓ When delivered in-house, we can use the platform you are most comfortable with
- ✓ Re-designed sessions to allow for interactivity and engagement in the online environment
- ✓ The same fun, engaging and down to earth approach
- ✓ Join your course from anywhere



# About Us

Here's a bit about us and what we do



## We are Revolution Learning and Development

**We are a leading learning and development consultancy based in the UK. We provide our services across the UK, Ireland and Europe.**

- ✓ We deliver fun, engaging and down to earth training courses in-person and online
- ✓ Over 20 years of training experience
- ✓ Incredibly cost effective and a real focus on return on investment
- ✓ 92% of our clients rebook us for further training and development
- ✓ Flexible training and development solutions

# Let's Talk

We're here to help



If you have any questions about our negotiation & influencing skills course or would like a quote for an in-house course, then just get in touch.

## Call Us:

UK: 03333 444575

ROI: 015549779

## Email Us:

[hello@revolutionlearning.com](mailto:hello@revolutionlearning.com)

## Visit Us:

UK: <https://www.revolutionlearning.co.uk>

ROI: <https://www.revolutionlearning.ie>

EU: <https://www.revolutionlearning.com>