

Online Negotiation & Influencing Skills

Course Aims

This **Online Negotiation & Influencing Skills Training Course** looks at the skills, behaviours and tactics necessary to get to negotiation effectively.

By the end of the session, attendees will:

- 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

Course Content

- What is Negotiation and Influencing?
- Why Negotiate and why would you need to Influence?
- Applying a methodology to Negotiation and Influencing
- Preparing to Negotiate and Influence
- Carrying out the negotiation and Influence
- Dealing with set backs
- Using these skills to manage conflict

Course Benefits

- Build stronger relationships by agreeing on things
- Save time and money
- Get the things you want without damaging relationships
- More profit or better deals for your organisation

Session Breakdown

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
- How to bring people around to your way of thinking

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



Virtual In House

We can deliver this course as a virtual online training course for your business

Contact us for a quote to have this course delivered in-house.



Online Open Course

We deliver this course as an online virtual open training course.

Each space costs £195.00 + VAT/€215.00 per person

Course Information

This is a **one day online** training event that Revolution Learning and Development deliver as a virtual online training course or virtual in-house training course.

We also deliver this as a one-day open classroom based course or the course can be delivered on-site at your business.

When we deliver this course in house, we can make this more bespoke to your needs.

The cost of our open courses includes the learning materials.

To discuss your individual needs, email hello@revolutionlearning.com or call us. If you're in the UK it's 03333 444575 and if you're in the ROI it's 015549779

Booking terms and conditions are available on our website.

