NEGOTIATION AND INFLUENCING SKILLS WORKSHOP

Learn effective negotiation and influencing tactics in this dynamic workshop to enhance your communication and leadership skills.

HAVE YOU OR YOUR TEAM EXPERIENCED ANY OF THE FOLLOWING?

- Fear of potential conflict
- Worried your proposal will be rejected
- Concerns about losing control
- Apprehension about being manipulated
- Reluctance to push for desired outcome due to concerns about damaging relations
- Fear of the unpredictable nature of negotiation outcomes

ENHANCE SKILLS IN NEGOTIATION AND INFLUENTIAL COMMUNICATION TECHNIQUES

CONTACT LUXEDUCATION TO FIND OUT MORE

WORKSHOP DURATION:
6.5 hours (9.30am - 4.30pm)

The Negotiation and Influencing Skills workshop is developed to assist in empowering participants with the strategic tools and communication techniques necessary to effectively navigate negotiations and exert influence in various professional settings.

ABOUT LUXEDUCATION

LuxEducation was founded by Ming Ting-Little in 2016 with a vision to simplify training program development through tailored solutions and innovative thinking. With a single point of access to tailored training solutions, we strive to design programs that are best suited to your employees' training needs. By working closely with you, our team of experts will identify your organisation's training needs, provide you with the most viable options and ensure the program is of best fit. Contact us to find out more.

www.luxeducation.com.au

COURSE OUTLINE & OVERVIEW

1. INTRODUCTION
- Overview of the workshop agenda and learning objectives

2. FUNDAMENTALS OF NEGOTIATION
- Introduction to negotiation concepts
- Understanding interests vs. positions
- Building effective communication foundations

3. THE ART OF PLANNING A SUCCESSFUL NEGOTIATION
- Goal setting for negotiation
- How to anticipate and overcome obstacles before entering into a negotiation

4. MASTERING NEGOTIATION
- Engage in role-play exercises featuring real-life scenarios to practice and refine negotiation techniques in a safe environment

5. NEGOTIATION STYLES AND ADAPTABILITY
- Assessing personal negotiation style
- Managing emotions and conflicts
- Recognise diverse negotiation styles, identify win-win scenarios

6. CLOSING AND NEXT STEPS
- Workshop summary and key takeaways
- Q&A and open discussion

"The better you are at communicating, negotiating, and handling your fear of rejection, the easier life is."

Robert Kiyosaki

LEARNING OUTCOMES AND OBJECTIVES

- Recognise diverse negotiation styles, identify win-win scenarios
- Learn the art of goal setting and anticipate obstacles
- Practice active listening techniques, assertive communication skills
- Learn to discover mutually beneficial solutions
- Implement techniques to build trust and influence outcomes
- Develop strategies to overcome resistance, address concerns, and keep the negotiation progressing

Refine Influencing Skills:
- Employ techniques to foster positive relationships and create a collaborative environment
- Understand the impact of non verbal skills
- Develop skills to interpret nonverbal cues
- Acquire strategies for dealing with assertive or aggressive individuals

WHAT'S NEXT?

CONTACT LUXEDUCATION TO DISCUSS OR TO BOOK IN YOUR WORKSHOPS

Our comprehensive training solutions are designed to equip your team with the skills and knowledge they need to excel. By investing in your team and their training, you're investing in the future of your company.

E admin@luxeducation.com.au
P 02 8598 8546
W www.luxeducation.com.au

Follow us

LuxEducation