

Influencing & Negotiation Skills

Duration: 1 day

Getting our own way with integrity - without begging or bullying, is an essential skill in making things happen. By gaining an understanding of our own way of thinking we can learn how other people think and build skills for influencing people.

In the modern age of business partnerships, long-term relationships and trust, the old rules of negotiation no longer apply. We need more skill, flexibility and scope to get what we want. This course is about redefining negotiations and redefining the results that we can achieve.

Imagine having the power and being able to create a lasting agreement that is the basis for future co-operation and development that gives everybody what they want. This is the art of negotiation.

Pre requisites

There are no prerequisites for this course