



SEARCH 4 EXCELLENCE

NEGOTIATING WITH INFLUENCE

Key Takeaways

- **Develop themselves as effective influencers who can contribute to corporate success on a higher level**
- **Build good relationships with external stakeholders that can positively influence the performance of the organization**
- **Hold a solid understanding of group dynamics and influence even without authority**

Target Audience

**MID TO SENIOR MANAGEMENT
BUSINESS HEADS**



8-16 HOURS

Training Duration



Importance of influence while negotiating	The negotiation process: pre- negotiation	Selecting the right influence approach	The negotiation process: conclusion
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KEY CONCEPTS COVERED

<ul style="list-style-type: none">• Importance of building an influential personality• Qualities of an influential personality	<ul style="list-style-type: none">• Challenges faced while negotiation• Principles of negotiation• Principled vs Positioned negotiation• Importance and characteristics of principled negotiation• The negotiation framework	<ul style="list-style-type: none">• The expressive style of influencing<ul style="list-style-type: none">◦ Tell◦ Sell◦ Negotiate◦ Enlist• The Receptive style of influencing<ul style="list-style-type: none">◦ Inquire◦ Listen◦ Attune◦ Facilitate	<ul style="list-style-type: none">• Ending a negotiation<ul style="list-style-type: none">◦ Confirming Mutual Understanding◦ Summarizing the Agreements◦ Identifying a Safe Break Point◦ Clarifying future steps
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EXPECTED OUTCOME

Understand the need to be influential	Learn about the negotiation process	Use the right influencing style in the right situation	Come to a win-win and complete the negotiation process
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THANK YOU

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