

Influence with Purpose.

Negotiate with Confidence.

Let's Connect for Success!

What Does the Workshop Cover?

- Distinguishing between negotiation and influence, with an emphasis on their overlapping principles.
- Understanding negotiation as “the game of life” and influence as “the power to get your work done with people you cannot order or control.”
- Learning critical negotiation principles, like setting aspirations, managing information, and focusing on needs vs. wants.
- Becoming proactive and strategic.
- Identifying behaviors and actions that enable a consultative fashion.
- Exploring techniques for building trust and alignment with partners and stakeholders.
- Discussing and practicing strategies for dealing with tough situations and overcoming objections.
- Handling push-back and disagreements productively, while maintaining strong relationships

Workshop Benefits

Learners can immediately apply the techniques in their professional settings, leading to improved performance and outcomes in their roles. The workshop is designed to offer:

Practical Approach: Consistently applied to real-life scenarios, maximizing relevance and impact.

Comprehensive Skill Development: Covers a wide range of negotiation and influence techniques, from foundational principles to learning about underutilized negotiation tactics to advanced influence strategies.

Focus on Outcomes: Aims to achieve tangible results, such as gaining cooperation, securing support for initiatives, and enhancing cross-functional effectiveness.

Interactive Learning: Participants will engage in group discussions, breakout sessions, and full-group experiential exercises to reinforce learning.

Being able to negotiate and influence others is paramount for professional success. Effective negotiation skills enable people to navigate complex business deals, secure beneficial agreements, resolve conflicts amicably, and create win-win scenarios that foster long-term business relationships and ensure sustainable growth. Influence is vital for building stakeholder and customer trust, aligning diverse groups toward common goals, and supporting vision and initiatives. It also enables managers to inspire and guide their teams, shape organizational culture, and drive change.

These skills require a deep understanding of human behavior, emotional intelligence, and effective communication techniques. This course blends theoretical insights with practical exercises to ensure that participants embrace these concepts and can apply them effectively in real-world situations.

Who Is This Workshop Right For?

This course is ideal for professionals who:

- Regularly engage in negotiations and influence-driven interactions.
- Seek to enhance their strategic impact within their organizations.
- Aim to build stronger, more collaborative relationships with stakeholders.
- Are looking to transition from a reactive to a proactive consultative role.

NEGOTIATING TO INFLUENCE

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TECHNICALLY
SPEAKING 

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Workshop Specifications

- ✓ Up to 18 participants
- ✓ Virtual, hybrid or in-person sessions
- ✓ 1.5 days any format or 3 virtual consecutive half-days
- ✓ 1-on-1 or small team coaching packages available

Additional Expected Outcomes

By the end of the program, participants will be able to:

- Secure the willing cooperation of others for important projects.
- Garner support for their ideas and initiatives, even in the face of push-back.
- Build and strengthen collaborative and consultative relationships.
- Hold their ground and assert their positions, without damaging relationships.
- Creatively position alternatives to achieve the best possible outcomes.
- Get commitment around timeframes and deadlines.
- Skillfully influence others and achieve strategic goals.
- Feel confident handling difficult conversations and situations.

Whether negotiating with clients, influencing stakeholders, or collaborating across departments, these essential capabilities will empower your team to achieve greater success and drive positive outcomes in their interactions.

Why Choose Us?

We employ a unique teaching methodology that is both instructive and hands-on. This methodology enables learners to master any topic fully.

We're interactive: Our 100% interactive approach ensures you stay engaged and are excited to participate fully. Studies consistently show that people learn and retain more by "doing" rather than "being told." Unlike traditional training that relies heavily on slide presentations, our sessions balance lively content delivery with entertaining elements. Participants are encouraged to think critically, ask questions, and participate in meaningful discussions, making learning enjoyable.

We get real: Our focus on active participation means participants engage in discussions, activities, and real-time application of concepts. This approach leads to a deeper understanding and long-term retention of the material.

We recognize that everyone learns differently: A multi-faceted approach accommodates different learning styles, ensuring a well-rounded learning experience. This is especially critical in virtual environments, where maintaining audience attention can be more challenging.

We value learners: Our programs recognize that teams consist of skilled professionals with valuable insights, experiences, and viewpoints. Creating opportunities for participants to share their perspectives fosters a collaborative learning environment where everyone benefits from each other's knowledge. This peer-to-peer learning enhances the overall impact of the training.

Your team will be prepared to handle any communication opportunity confidently by working on real-life scenarios and receiving constructive feedback. Participants leave our sessions with practical skills they can immediately apply in their professional settings, leading to improved performance and outcomes.

We look forward to partnering with you!
Kim & Jim Kennedy - Technically Speaking