



NEGOTIATION & INFLUENCING

SKILLS AND TECHNIQUES TO WIN
INTERNALLY AND EXTERNALLY

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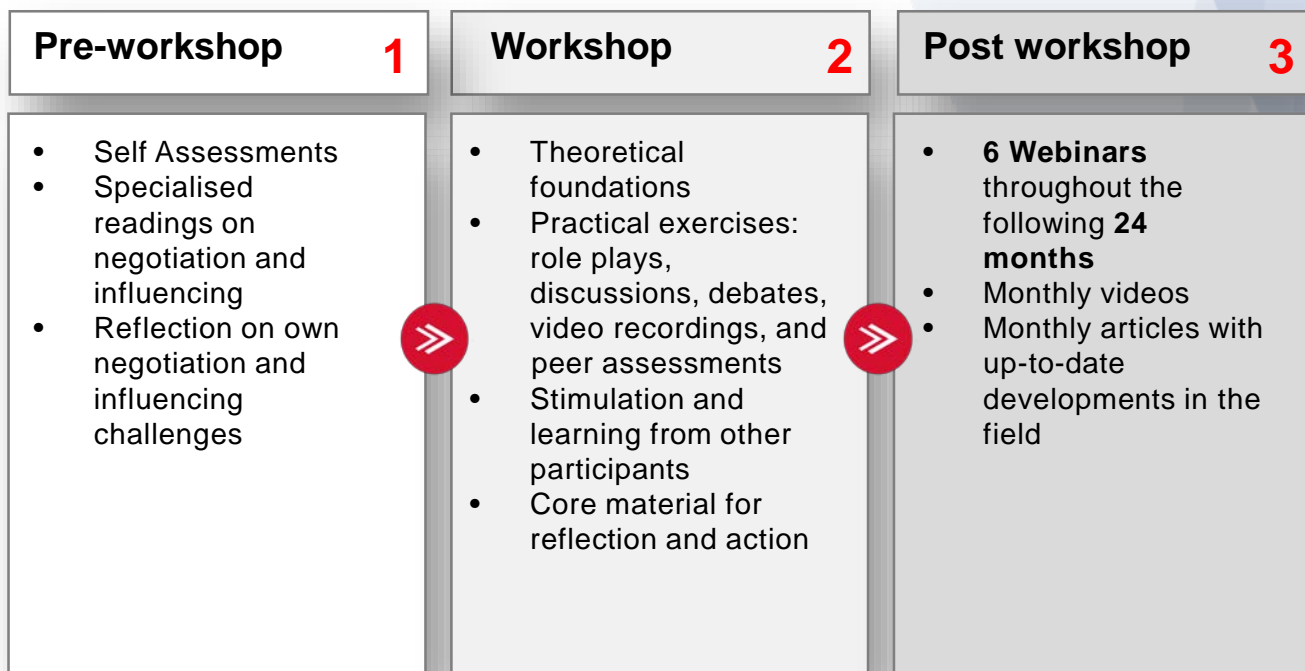
Introduction

Getting access to more resources to complete a project in time, minimising risk by securing assurances from external suppliers, or creating value for you and your stakeholders, all of these scenarios can be controlled by you through upskilling in negotiation and influencing.

This hands-on workshop provides a mixture of the latest theories and the practical tools to enable you to substantially upgrade your negotiation & influencing skills.

As a result of this workshop, participants will learn frameworks and have templates to effectively manage external and internal negotiations, and gain valuable real negotiating practice.

CABL's THREE-PHASE LEARNING PATH



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Facilitation methods

Negotiation and influencing are performance skills.

YOU CAN LEARN THEM!

This action-learning workshop is based on a mix of specific real life negotiation simulations, team exercises and theoretical concepts.

Participants are encouraged to share own work experiences and challenges. Cross-learning among participants is intensively facilitated.

The course is **designed to address a broad spectrum of negotiation problems** that are faced by managers and professionals, in any industry. You will have the opportunity to practice in a low risk environment and to observe yourself and others while negotiating. **Video-recordings** are used to review and comment on role plays.

*“Outstanding balance of learning and applying.
Drills the concepts in the most effective way”*

Chris Commodity Manager, Emerson



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Key topics of the 2-day course

- Understanding the other party
- **Researching and preparing ahead of negotiation (fast and effective preparation)**
- Internal negotiations: effectively negotiating with your colleagues
- **Creating and claiming value**
- Nonverbal communication
- **Continuing to develop your skills**
- Hints to detect a lie at the negotiating table
- **Balancing advocacy with inquiry**
Who should make the first offer and the effective use of anchoring
- **Issue by issue vs. package deals**
- Psychology of persuasion
- **A breakthrough approach to influencing**
- Preparing your influence strategy



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N&I WILL HELP YOU

PREPARE 1

- Effectively analyse and prepare a negotiation using a structured approach

APPLY 2

- Understand and apply a variety of negotiation and influencing strategies, techniques and approaches to improve your effectiveness, immediately.

CONFIDENCE 3

- Have increased confidence in your negotiation skills and ability to influence others

KNOW THE OTHER PARTY 4

- Improve your understanding and predictions of people's behaviours that lead to effective influencing and success at the negotiation table.

PLAN FURTHER 5

- Have a personal plan to further develop your negotiation and influencing skills

Key Benefits

- **2+1:** **Two** workshops days + **One** day of remote learning (six **75 minute** webinars on various negotiation topics and challenges) for a complete blended learning experience to ensure material absorption
- A **structured approach** for preparing external negotiations and influencing events
- Improved awareness of the impact your behaviour has on others and how to use this **to your advantage**
- **Personal feedback** from the lecturer and peers that help identify your strengths and improvement areas
- A healthy dose of **humour** and **fun**
- A complete learning experience, **including pre-work** and **post workshop** assessment
- **UNIQUE:** participants will receive monthly articles and videos as well as partake in specialised webinars to **continue** the learning journey.

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Course Facilitation



Giuseppe Conti

Creator of Master Negotiators
MEng, EMBA

Since 2006, Giuseppe has been an award winning lecturer at leading business schools throughout Europe (**Cambridge, ESADE, HEC Lausanne, HEC Paris, IESE, IMD, Imperial College, INSEAD, London Business School, Oxford, RSM, SDA Bocconi, University of Geneva, and University of St. Gallen**).

Giuseppe is also a seasoned negotiator combining academic content with a rich practitioner experience from his senior Procurement and commercial leadership roles within blue chip multinationals (Procter & Gamble, Novartis, Firmenich and Merck). He runs customized negotiation and influencing workshops for leading corporations in four continents.



Workshop Details

The **Negotiation & Influencing** workshop is delivered as a custom and tailored program for the needs of your business or company.

Participants: Up to 20

Languages: Available in English, French, and Italian

Cost, availability, and additional information:

www.cabl.ch or email
Giuseppe.conti@cabl.ch

“Excellent knowledge of the topic. Projected confidence and trust. Truly worth the time.”

Bocconi MBA Participant



CABL Testimonials @ Merck -
Influence and Office Politics

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