

## Influencing & Decision Making



**Influencing and decision making are essential skills for Team Leaders and Managers. Some make decisions a little too hasty whilst others prefer to think it through and therefore deliberate too long. This workshop examines our preferred approach and looks at the alternative ways to making decisions.**

### Overview

Everyday we negotiate and influence suppliers, customers and colleagues. This workshop will develop and enhance the critical skills needed when you need to influence, negotiate and ultimately make decisions based on those conversations. You will understand and appreciate the way to approach problems, look at various types of solution focused techniques, recognise the steps involved and then how to work with others strengths through negotiation and conflict management to reach mutual agreement.

### Workshop Objectives

- Approach problems with a proven methodology that delivers the best decisions.
- Be able to influence others to agree with your thinking by using their personality triggers.
- Overcome resistance and potential conflict.
- Understand the elements of negotiation and how best to apply them to achieve a mutually acceptable solution.

### Duration

This workshop is delivered through an interactive full day workshop involving self assessments, group discussion and facilitated team working exercises.

### Investment

Total investment for this workshop is £190 per person. Alternatively, this workshop can be delivered internally to your organisation for a total investment of £1400, irrespective of how many delegates from your organisation attend. This cost includes all relevant materials but excludes any costs associated with the venue.

If you are interested in arranging a training workshop for yourself, or your organisation and would like further information please do not hesitate to contact us at:

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