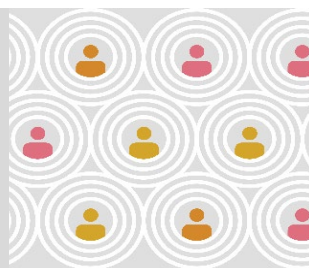




Professional Negotiation & Influencing Workshop



Next run:
Coming soon!

Time:
9am – 1pm (each day)
4 half-day modules

Venue:
Virtual

Objective

Equip and empower yourself with effective negotiation strategies and tactics, adapting your communication style and manage the negotiation to best achieve your objectives and goals.

Who should attend?

If you work to a budget or a target, manage commercial or key relationships, implement change, manage a project or hold a role impacting the results of your business or organisation, then negotiation and influencing capability is critical to your ongoing success.

Benefits of attending

The Professional Negotiation & Influencing workshop is a vigorous and intensive 4 half-days virtual workshop designed to build your negotiation and influencing capabilities through **hands-on experiential activities**.

You will be introduced to the commercially acclaimed **ENS International** Negotiation Process Framework and given the techniques to effectively implement the concepts and the tools you require for sustained success. You will be empowered immediately resulting in **markedly improved negotiation outcomes** and strengthened personal influencing expertise.

By the end of this program, you will:

- Be able to prepare for negotiation with aspirational negotiation range setting
- Be able to manage the critical components of the negotiation process
- Be able to articulate common ground between two parties and identify the needs, drivers and hidden agendas
- Be able to gain insights to identify, counter and employ tactics and alter the balance of power
- Be able to develop a strategy for negotiation and influencing

What did past participants say?

“A fantastic program which gives insights into the whole negotiation aspects”

“Great workshop; it dissects different stages of negotiations; different behaviors, styles, tactics and phases of the negotiation that you can implement to achieve your desired outcome.”

“I have used ENS International's services over the last 20 years to support numerous projects and to develop negotiating and influencing skills through the organizations I have led.”



Learning outcomes

Frameworks

- Understand advanced negotiation and influencing concepts and terminology
- Be able to distinguish and capitalize on negotiation content (What) versus negotiation process (How)
- Develop the three key time-frames: pre-negotiation, formal and post-negotiation
- Manage critical components of the negotiation process
- Build steps into negotiation preparation
- Develop action plans for skills retention

Techniques

- Aspirational negotiation range setting
- Utilize the essential role of influence

- Strategically build common ground
- Diagnose the needs and drivers of other parties
- Identify hidden motivators
- Understand and capitalize on style flexibility
- Manage the emotional 'atmospherics'
- Identify, employ and counter tactics
- Appreciate the negotiation sequence

Tools

- Develop negotiation and influencing strategy
- Major case study and review
- Introduction to ENSI Guide to Systematic Preparation
- Process Observation
- Post-Negotiation Review



Pre-program questionnaire

This provides participants with a clear understanding of their strengths and areas for development. It also forms the basis for customizing the program to participant needs.



Personal copies of Negotiation and Influencing

Soft copies of ENSI workbooks are provided prior to our virtual workshops, and hard copies follow.



Significant follow-on reinforcement action

to ensure implementation of concepts and Techniques.

About the workshop leader



Tony Moore

Director

Tony is a Director in PwC's Academy and has over 20 years of experience in facilitating negotiating skills workshops. He has facilitated over 200 negotiations skills workshops across a broad range of industries, including Banking & Finance, Telcos, Manufacturing, Mining & Resources as well as various service companies including the accounting profession.

Tony is one of PwC's leading workshop facilitators and has designed and facilitated workshops successfully in Singapore, Malaysia, Hong Kong, China, Korea, Japan, Vietnam, Indonesia, India, Sri Lanka, Thailand, France, USA, South Africa, Azerbaijan, Dubai, Portugal, United Kingdom, Australia and New Zealand.

Tony is an accredited facilitator for ENS International and has been based in Singapore for over 30 years.

How to register

For any further queries, please email sg_academy_mailbox@pwc.com