



FOCUS Session

Influence and Negotiation

Why do some people always get their way? Why can some people seemingly reach consensus so quickly and easily? Come along to this Power Learning Seminar to learn the secrets of effective negotiation that you can use to influence people at all levels in order to get what you, your managers and your organisation needs!

MPS

training

exceeding expectations

‘Treat everyone as you would like to be treated’ is a principle that does not always work in the real world. Understanding and adapting to individual needs and preferences is the key to strong and effective interpersonal skills. This seminar explores rapport building methods that can be applied to developing and maintaining good relationships with people at all levels and diverse groups. Topics include:

- 6 laws of influence
- Win/win and the alternatives (from Covey’s 7 Habits)
- 5 basic principles of negotiation
- Phases of negotiation
- Completing the groundwork
- Basic bargaining techniques
- Reaching consensus

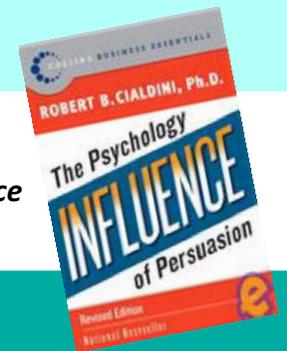
LEARNING OUTCOMES

MPS Training Focus Sessions are designed for optimal discussion and interaction. Our trainers use current effective facilitation techniques to ensure all learning styles and thinking preferences are addressed to ensure every unique learner achieves the key learning outcomes:

- Defining Cialdini’s ‘6 Laws of Influence’ and selecting the most appropriate strategies for optimal results
- Defining Covey’s ‘Win/Win and the Alternatives’ model and applying it for effective negotiation
- Applying a systematic approach in negotiations using the principles and phases of negotiation
- Planning an effective negotiation
- Using bargaining techniques to reach consensus

\$132 per person (GST inclusive)

Includes training materials **plus a complimentary book: Influence**
– *The Psychology of Persuasion* by Robert B Cialdini Ph.D.



VENUE:

MPS Training Centre
Unit 9/141 Flemington Road Mitchell,
ACT

Check our website for course dates

Book now!

Contact our friendly MPS Training staff today, but be quick as seats are limited!

Ph | 02 6123 0500

E | training@mpsolutions.com.au

W | www.mpsolutions.com.au