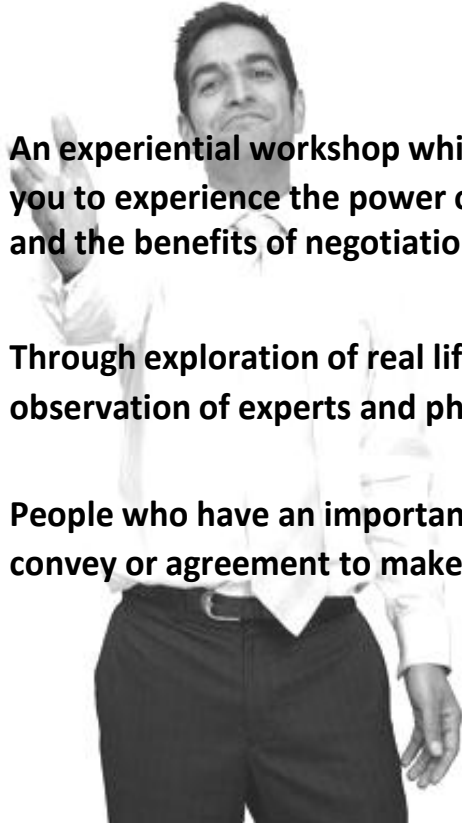


## ***Negotiation & Influencing*** ***- a workshop***

*“Let us never negotiate out of fear. But let us never fear to negotiate”.* (John F. Kennedy)



***What?*** An experiential workshop which will allow you to experience the power of influencing and the benefits of negotiation.

***How?*** Through exploration of real life situations, observation of experts and physical practice.

***Who?*** People who have an important message to convey or agreement to make.

### ***Objectives:***

By the end of this workshop delegates will be able to:

- articulate the message they want to convey
- expand their sphere of influence
- explain the importance of preparation in achieving a desired goal
- demonstrate effective communication techniques
- formulate a personal negotiation strategy