

# Negotiation and Influence



This program is specifically designed for business professionals who want to master the practices that **cause others to take the action you want** them to take. Learn how to negotiate to win and how to leverage power. Stop wasting energy and gain the support of your opponent. Create the best deal for both parties and influence your own success.

This 120-day (4 months) program includes:

- Two group coaching sessions per month
- A conflict style assessment and report
- Your personal power base inventory report
- The Mastering Successful Negotiations workbook
- One individualized coaching session per month with course coach, Dr. Laura R. Taylor

Each group is limited to 8 business professionals to ensure appropriate participation and individualized attention.

Cost: \$1095.00

Next session begins March 1, 2012 and meets the 1<sup>st</sup> and 3<sup>rd</sup> Thursday of every month at 9:00 a.m.

NOTE: If you have a group you want to keep intact, contact us to arrange dates/times. We can come to you.

## What you will learn

### Skills and tactics of negotiation

Learn the skills and tactics of successful negotiation and examine your specific use of them.

### Power bases and conflict modes

Study power bases and conflict handling modes, identify the ones you use most often, and learn how to leverage all of them to influence the outcomes you want.

### Objectives and processes

Investigate the objectives of negotiation, the processes that can help you achieve them and the practices that can ruin your chances of success.

### Obstacles

Analyze the typical obstacles to successful negotiation and consider ways to minimize them.

The group coaching process utilizes a combination of training and coaching to provide information while tapping into the energy and accountability of the group. It requires a significant commitment and the benefits of participation are immense.

To register:

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