



*Training Course:
High Performance: Communication, Influencing,
Persuading & Negotiating*

*3 - 7 June 2024
Milan (Italy)*

Training Course: High Performance: Communication, Influencing, Persuading & Negotiating

Training Course code: PS1075 From: 3 - 7 June 2024 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

Introduction

Mastering the inter-related skills of communication, negotiation, and presentation is the key to success both for individuals building their careers and for the organizations in which they work.

Drawing on classical learning, psycho-linguistic research, and ideas associated with NLP and Emotional Intelligence, this highly interactive and hands-on program helps participants explore and practice the principles and techniques they need to be effective communicators, negotiators, and presenters. Most importantly, it focuses on helping them apply these skills in the workplace as part of a process of continuous learning.

Course Objectives of High Performance

- To help participants:
 - Communicate clearly and effectively both on a one-to-one basis and in group situations such as meetings
 - Build rapport and interpersonal relationships and develop their influencing skills
 - Resolve conflicts and differences through effective, creative and mutually satisfactory negotiation leading where possible to win-win solutions
 - Maximise deal benefits in commercial negotiations
 - Make formal presentations to small and large groups with clarity and persuasiveness
 - Handle audience questions effectively and with integrity
 - Get support for new ideas and change initiatives

Course Methodology of High Performance

This is a highly practical training session with learning developed through informal lectures, discussion, role-play, and management simulations.

Participants develop their presentation skills by making a series of presentations throughout the course and receiving feedback. Each participant is asked to make a major presentation of 10-15 minutes at some stage of the program. Presentations are recorded on video for additional analysis with each participant receiving a copy of their own DVD accordingly. Time is built into the program to allow participants to prepare their presentations incorporating the principles explored on the program.

Course Outlines of High Performance

DAY 1 - Exploring Communication Skills

- Course introduction and overview of course activities
- Barriers to effective communication and how to overcome them
- The interaction of verbal, non-verbal and "hidden" elements in communication
- NLP and Emotional Intelligence - developing sensitivity and building rapport
- Briefing skills

- Intra - and inter-team communications and meeting skills - ensuring constructive discussions
- Assertiveness, conflict management, and emotional resilience

DAY 2 - Negotiating Skills

- Negotiating Exercise 1
- Preparation, planning objectives, and positions
- Exploring deal variables and win-win opportunities
- Structuring a negotiation
- Bidding, bargaining, proposing and closing
- Creative negotiating - "thinking outside of the box"
- Negotiation Exercise 2

DAY 3 - Presentation Skills 1

- Presentation Skills Exercise 1
- Characteristics of effective presentations and presenters
- Confidence and nerves
- Determining content and level
- Structuring a presentation
- Making a case
- Preparing for a presentation
- Developing and using notes
- Presentation Skills Exercise 2 Part 1
- Using and abusing visual aids PowerPoint

DAY 4 - Presentation Skills 2

- Stage management
- Using your voice and body and facial expression
- Choosing your words - psycho-linguistic research and the art of oratory
- Presentation Skills Exercise 2 Part 2 - preparation
- Presentation Skills Exercise 2 Part 3 - presentations and feedback
- Managing the audience
- Handling questions

DAY 5 - Presentation Skills 3/Communication and Influencing Skills

- Presentation Skills Exercise 2 Part 3 - presentations and feedback cont'd
- Presenting as a team
- Introducing change and getting support - influencing skills and managing the "politics"
- Program review and action points

Registration form on the Training Course: High Performance: Communication, Influencing, Persuading & Negotiating

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