

Power2Negotiate®

Negotiate with confidence and impact.

Of course. You know that negotiation requires strategy, but do you have a clear one? Do you understand how your communication style impacts the outcome - and your counterpart? Power2Negotiate® gives you the skills to prepare thoroughly, adapt your approach, and negotiate with confidence.

With key negotiation principles and hands-on practice, you learn to achieve strong win-win results while maintaining and strengthening relationships. Sounds like a good deal, right?



Enhance your negotiation skills and build stronger relationships with practical tools. Communicate strategically to become more effective and confident in your negotiations.

You move through the key stages of negotiation and learn how to prepare effectively for each one. You practice negotiation techniques through a variety of hands-on exercises. Your personal learning goals are also addressed, including preparing for an upcoming negotiation through realistic exercises.

Why follow this training?

No, sitting back won't work in this training. You are put to work to immediately applying the theory you learn in negotiation situations. We focus on both verbal and non-verbal communication, and we go in-depth. This way, you develop the skills you need to negotiate with conviction.

What you will learn

- Negotiate with thorough preparation and confidence.
- Master key negotiation principles for successful outcomes.
- Communicate effectively as a negotiator while maintaining respectful relations.
- Develop win-win solutions that benefit all parties involved.

What are the results?

After this training, you are able to conduct negotiations at a higher level and successfully exert influence on the negotiation:

- Understand and apply fundamental negotiation principles to structure successful negotiations.
- Develop strategies to manage high-pressure situations and difficult conversations.
- Adapt communication style to build rapport and influence stakeholders during negotiations.
- Identify and overcome common negotiation obstacles to achieve desired outcomes.
- Refine active listening and questioning techniques to uncover interests and create value in negotiations.

Who should follow this training?

For professionals who want to master negotiation skills and drive results.

Do you find negotiations stressful, struggle with high-pressure discussions, or have difficulty reaching mutually beneficial agreements? This training is for professionals who want to sharpen their negotiation skills, handle challenging conversations with confidence, and build stronger relations through effective negotiation. Whether you are preparing for high-stakes business negotiations, managing difficult stakeholders, or negotiating resources and timelines, this programme equips you with essential tools to negotiate with confidence, clarity, and impact. Perfect for you looking to elevate your negotiation skills and achieve better results in both every day and high-stake situations.

The Influence Model®

The Influence Model®, developed at Harvard, is a powerful scientific model that forms the foundation of The Influence Company's philosophy.

It encompasses all communication styles and helps you critically assess communication. And, to apply them in your (challenging) negotiation situations.

Programme details in short

Day 1: Start strong with negotiation

Discover the fundamental techniques of negotiation combined with The Influence Model® as the basis for working with your negotiation behaviour. You learn how to prepare effectively and structure a negotiation step by step to secure success. Through targeted exercises, you immediately develop a solid foundation for your negotiations.

Day 2: Negotiating effectively

Learn to apply your negotiation behaviour along with negotiation techniques to navigate even the most complex negotiations smoothly and powerfully, where you feel in charge of both the process and outcome. Today, you put everything you have learned into practice to anchor your learnings and feel comfortable to take your skills to real life.

Enrolment and information

Reach out to us for more information about the Power2Negotiate® Programme via:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Practical information

Duration:

- 2 days (20 hours) training

Training set up:

- 1 trainer per 9 participants
- 1-2 hours online preparation time

Prices:

- Course fee 2 days residential: DKK 17.500,-
- Excl. VAT, venue, arrangement, overnight stay
- For other options please contact us via +31 33 434 5800 or customerservice@influencecompany.com

**We are
The
Influence
Company**

An unconventional training agency that has been doing things a bit differently since 1962. With us, you can't just sit back and relax. We get you moving, help you break patterns, gain insights, and encourage you to experience. To learn. So mainly: to take action. That's what makes us popular. We have already trained over 150,000 professionals.

Prices are exclusive of VAT. Training and arrangements always apply for on-site training; overnight accommodation is optional. General terms and conditions apply to all our training sessions. For more information, visit influencecompany.com/terms-and-conditions/. The Influence Company, Leusden // +31 (0) 33-434 58 00 // www.influencecompany.com