SUPERB NEGOTIATION SKILLS:
PSYCHOLOGY OF INFLUENCING AND NEGOTIATION USING NLP

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Soft Skills Series

OVERVIEW

We are negotiating almost all the time. Whether with business partners, clients, suppliers, colleagues or even family members, the success of our outcomes depends entirely on our understanding of the negotiations and communication process. When engaged in negotiations where skill as a negotiator may prevent losses, increase gains or enhance circumstances for you or your organization, it is imperative that you invest in your capability to:

- Prepare effectively
- Understand the needs & interests of all parties involved
- Conclude better agreements through creativity
- Identify potential barriers or hindrances to the agreement
- Adopt a collaborative approach to ensuring trust, rapport and long-term gains

There is also growing awareness that conflict at all levels in the society is not always best resolved through force and coercion. What is needed is an increased ability on the part of leaders to develop successful outcomes through influence and persuasion rather than coercion and heavy-handed tactics. In addition, more than ever before, individuals need to be able to influence others on a 360-degree basis rather than just those individuals who report to them. This programme will equip participants with vital skills to help in those processes. The course material is based on sound psychological approaches to negotiation which include an understanding of personality, motivation and intelligence. The more practical approaches of NLP, transactional analysis and the development of rapport skills are also covered.

At the end of the workshop, participants will able to:

- Evaluate the essential psychological aspects of a range of approaches to influence others and negotiate positive win/win outcomes
- Apply the principles of a number of well-researched influence models in NLP
- Develop and apply practical methods for effective win/win outcomes within your own organization
- Secure faster deals through powerful non-verbal techniques of Neuro-Linguistic Programming (NLP)
- Utilize NLP reframes to turn impending objections into a winning outcome.

THE OBJECTIVES

WHO SHOULD ATTEND

- Leaders and managers in middle management, purchasing and sales roles who want to increase their understanding of the psychological aspects of getting the best out of other people within their organization and as well as working out the best win-win deals with suppliers, contractors or customers.

- It is also suitable for HR professionals in selection and development posts. Advanced level course – for those wishing to develop existing skills/knowledge to a more advanced level in negotiation.

Daniel Wong has more than 26 years of experience in the corporate world, out of which 11 years have been spent on coaching and training; Teaching Management and Leadership skills, Communication Skills and Presentation Skills – Training Companies and individuals on Sales and Marketing, Course Consulting, Neuro-Linguistic Programming (NLP) and Sub-conscious learning skills. In the process, he continually coaching and motivating all his students, staffs and associates to learn, grow and expand their personal paradigms and horizons.

He is an engineer by profession and has completed his professional engineering degree with the Council of Engineering Institutions, United Kingdom, part 1 & 2 within 2 years, one year short of the normal period of 3 years. As such he was awarded with Excellent Performance Award in the professional Degree. The positions he held in the various multi-nationals corporate companies include from a young installation/service engineer to department manager & general manager of a leading MNC. Currently, he is a Certified Professional Trainer with the Malaysian Institute of Management (MIM) and Cambridge ICT. He is also a Certified Master NLP Practitioner of the National Federation of Neuro-Linguistic Psychology, USA.

Daniel Wong recognises the great potential within each individual participant and he believes in making a difference in their learning through his personalized, demonstrative, practical and dynamic approach to make training an enjoyable and valuable experience. His passion for training stems from his innate desire to empower all those individuals who are keen to seek knowledge, wisdom and self-improvement so that they can be the person they want to be.

WORKSHOP HIGHLIGHTS

DAY 1

- Module 1: The Nature of Influence
- Module 2: Understanding the Individual
- Module 3: Understanding Human Though-Process Patterns
- Module 4: Psychological Models of Individual and Group Processes
- Module 5: Influence Behaviours
- Module 6: Mental Models, Beliefs and Understanding How Influence Works

DAY 2

- Module 7: A Review of Relevant Psychological Concepts
- Module 8: Negotiation Strategies
- Module 9: Examining Power-Bases
- Module 10: Tactical Negotiation
- Module 11: Managing Human States in Negotiation

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