

Negotiating and influencing Overviews

Overview:

Negotiation and influencing are essential skills for NHS management both in terms of reaching formal agreements such as annual contracts between commissioners and providers, and in terms of day-to-day staff relations. This workshop will enable participants to learn from experienced practitioners and develop a range of approaches which suit their own style and the situations they face. The session will provide a step-by-step approach to the process and provide them with practical examples and opportunities to practise various techniques.

Content:

- Basic negotiation tactics
- Planning for more complex and strategic negotiations
- Fundamentals of influencing
- Matching negotiation and influencing techniques to individuals and situations

Benefits to you and your organisation:

This session will ensure that delegates have a sound knowledge of the processes and techniques required for effective negotiation and influencing.

Learning outcomes:

- Experienced negotiation and influencing in a risk free environment
- Identified their personal strengths and weaknesses
- Had an opportunity to try different approaches and see the results
- Greater understanding and confidence in their negotiation and influencing abilities

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