



Negotiating with Emotional Intelligence

Workshop Duration: 2 Days

Facilitation in English

Workshop Description

In this practical and interactive two-day workshop you will learn how to manage your emotions, employ specific communication techniques and learn a Principled Negotiation Process that will allow you to negotiate with confidence.

Who Should Attend

Anyone who is interested in strengthening their communication skills, improving their relationships and achieving results in a fair and principled way.

What You Will Learn

- Learn a Self-Check Process so you are not distracted or overwhelmed by emotions and are able to establish the right focus;
- Develop communication skills that will uncover what is important and focus on the best possible outcome;
- Learn a Principled Negotiation Process that can be applied in any type of negotiation;
- Learn how to manage interactions with people that challenge you;
- Find options that satisfy both parties;
- Manage resistance with efficiency;
- Build relationships through acknowledgement, empathy and engagement.

At the end of the workshop you will be equipped to:

- Be aware of what is going on within you and around you;
- Change your thoughts to more constructive thoughts and establish the right objective for the situation;
- Challenge your perceptions so you do not say the wrong thing or make the wrong assessment of the situation;
- Build relationships through effective communication;
- Help people (and yourself) move forward through resistance or conflict;
- Achieve outcomes that are focused and productive;
- Establish what is important for both parties and walk away with confidence that change will happen.
- Become more economical with your time and work responsibilities;
- Become more comfortable in the many relationships that you encounter;
- Experience less conflict and more focused and productive interactions.

