



## 2 day open program **Persuasion, Arguing, Negotiation I.**

**Lead Yourself.**

**Shine  
Leadership**



**Vladimír Jelen**  
lecturer



**Jiří Plamínek**  
lecturer

For dates, prices, registration,  
organizational information and terms  
and condition go to:  
[ShineLeadership.cz](http://ShineLeadership.cz)

**Location**  
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### **Do you know how to effectively defend yourself against a dishonest negotiation of the other party? And can you recognize it in time?**

#### **Why choose this program?**

- Get familiar with the negotiation steps and test your own negotiation approach.
- Adopt a simple model on how to prepare and use arguments. Practice argumentation structure.
- Learn to deal with objections and be able to persuade your partners.
- Get familiar with the negotiation processes and learn to execute a plan – goals and negotiation techniques.

#### **Who is it for?**

- All project managers, team leaders, professionals, or executives who want to expand their knowledge and skills in dealing with partners.
- Recommended for all levels of IPMA® certification and re-certification.

#### **Topics**

- Negotiation strategy and process (preparation of negotiation arguments, estimating strong and weak arguments ...)
- Managing objections and non-standard, stressful situations in a negotiation
- Conscious use of negotiation techniques
- Effective persuasion techniques and communication tools
- Flexible attitudes in negotiations with various partners

#### **Methods and techniques**

- Programs are based on **personal experience** of various situations and techniques, working with one's own attitudes on an ongoing **feedback**. We combine a lecture with a guided discussion, brainstorming and interactive workshops.
- Individual and group solutions to **case situations** simulating real situations are directly related to the discussed topic – based on real experience of the participants, allowing you to experience specific application.
- Learning on **one's own experience** is one of the most effective training methods – especially if it is linked to video analysis and **feedback**. Strengthening skills, deepening self-reflection and setting development goals are enhanced by working with a sparring partner or a lecturer.
- Participants share their own practical methods from their field of expertise, complement each other with their own experience; a lecturer summarizes and elaborates.
- Structured learning materials, exercises, case studies, worksheets, tests and recommended literature for self-study. We use methodical movies and their analysis.

**Shine Leadership s.r.o.**

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