



2 day open program **Persuasion, Arguing, Negotiation II.**

Lead Yourself.

**Shine
Leadership**



Vladimír Jelen
lecturer



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lecturer

For dates, prices, registration,
organizational information and
terms and condition go to:
ShineLeadership.cz

Location

Training Centre Hradčanská
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Do you come up with the best and cogent arguments after the end of a meeting?

Why choose this program?

- After completing this program, you will be able to orient yourself in more complicated negotiation processes and procedures.
- You will test your negotiation success and learn how to respond in challenging and specific situations.
- You will learn techniques that increase the likelihood of reaching a more favorable agreement. You will know how to prepare a negotiation plan – goals and negotiation techniques for the beginning, main part, and finalization of the negotiations.

Who is it for?

- All project managers, team leaders, professionals, or executives who want to expand their knowledge and skills in dealing with partners.
- This program follows on Persuasion – Arguing – Negotiation I. and its completion is a prerequisite.
- Recommended for all levels of IPMA® a PMI® certification and re-certification.

Topics

- Situations, strategies and tactics to reach a mutually acceptable agreement.
- Working with emotions and how to use them for own benefit and defense mechanisms against opponent's misusage.
- Negotiation process stages step by step and their careful preparation.
- Negotiation in indirect management situations and in relationships.
- Gambits and defense against manipulation and coercion.
- Flexible attitudes in dealing 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.
- An interesting technique used in the program is the **"theater in management"** – a phase designed case study with inputs and modification of the development by the participants.

Shine Leadership s.r.o.

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