



Training Learning Development

## Residential Childcare Managers Courses

### The Art of Persuasion – Negotiation & Influencing Skills

#### Aims

Examine the most effective ways to influence other professionals

#### Learning outcomes

By the end of the course participants will:

- Have considered why influencing & negotiating skills are essential skills to possess
- Have explored and identified their own dominant influencing style
- Have explored what components make an effective influencer and negotiator
- Have gained the necessary skills to influence others in meetings
- Have explored the most effective ways to deal with resistance when endeavouring to influence other professionals

#### Duration

One day