

# Using Influence to be an Effective Negotiator

Whether it is your boss, a colleague in another team, stakeholder, customer, or a team member, learning to negotiate with influence is important to your success and career.

This one-day course will provide a set of contemporary, research-informed tools for leaders who want to create more influence with their manager, stakeholders, customers, colleagues, and team members.

## Evolve with QUTeX

This is a new program that introduces you to the concept and application of influencing, thinking systemically about influence and negotiation, and the surprising psychology of negotiation—when to push and when to roll with resistance. The most difficult negotiations involve conflict, so we will help you to not only identify your preferred conflict resolution style, but also become more strategic about when and where to use it. How to know which approach to conflict resolution to use when, and why people often get it wrong. The program also explores how to respond skillfully to different approaches to conflict taken by others.

## Core concepts

### Influencing capabilities

- Complete the diagnostic online which identifies one's preferred influencing strategy. This report is accessible to participants prior to the workshop.
- Debrief on the report in the program
- Using influencing skills wisely in negotiations
- Thinking systemically about influence
- The surprising psychology of influence - when to push and when to roll with resistance

### Conflict & negotiation styles

- Complete the diagnostic which identifies one's preferred conflict and negotiation style.
- Debrief on the results
- How to know which approach to use when, and why people often get this wrong
- Using each approach to conflict effectively
- Responding effectively to different approaches to conflict
- Break-out sessions - skills practice

## Who should participate?

This course is targeted at team leaders and middle managers with an interest in developing their ability to negotiate and influence a successful outcome. The program provides practical tools for application, based on sound research and contemporary thinking. Two diagnostics are covered in the registration fee.

## Your expert facilitators Dr Tim Baker & Rachel Collis

Dr Baker is a successful author, international consultant, and thought leader. Tim has worked with some of the largest multinationals and public sector agencies globally.

Rachel is an experienced executive and leadership coach. She taught negotiation skills on the EMBA program at QUT Graduate School of Business for over a decade.

## Cost

Early Bird registration	\$790 (inc. GST)
Standard registration	\$880 (inc. GST)
QUT Alumni registration	\$660 (inc. GST)
Group registration (5 or more)	\$790 per person (inc. GST)

 Duration: 1 Day

 Certificate of Completion

 Cost: From \$790

## Apply Now

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