

Influence and Negotiate

Workshop information



Equip your leaders with the skills to build alignment and achieve results

Successful leadership often hinges on the ability to influence others and navigate complex negotiations. These skills are critical for fostering collaboration, resolving conflicts, and achieving mutually beneficial outcomes.

This workshop focuses on giving leaders the tools and confidence to negotiate effectively and build alignment. Part of the **Influencing** and **Empowering** practices of the **practive8** model, this session equips participants with proven strategies to drive results through effective communication and relationship-building.

Why influence and negotiation matter

Every leader needs to influence decisions and build alignment. Whether you're managing stakeholders, resolving team conflicts, or closing a deal, the ability to negotiate effectively is essential. Leaders who excel in these areas can:

- Balance assertiveness with empathy to achieve win-win outcomes.
- Handle resistance with confidence and clarity.
- Build trust and strengthen relationships, even in high-pressure situations.

"In Business As in Life, You Don't Get What You Deserve, You Get What You Negotiate" – Chester L. Karrass

Workshop features for maximum impact

1. **Practical and realistic scenarios** Participants practise negotiation techniques using real-world examples relevant to their roles. Facilitators provide instant feedback, helping participants refine their skills in real time.
2. **Structured frameworks** Learn proven frameworks for planning and executing successful negotiations, from preparation to agreement.
3. **Prepare, practise, perfect** Includes pre-work (key reading and short activities) and post-workshop resources to reinforce learning.
4. **Customised and scalable** A 30-minute pre-session call ensures the workshop aligns with your organisation's needs. Facilitators adapt scenarios during the session to reflect participants' challenges.

Who is this workshop for?

Ideal for leaders at all levels who need to influence others and negotiate effectively. This three-hour workshop supports mid-level managers, senior leaders, and project leads responsible for leading collaboration and managing diverse stakeholders.

Why choose practive8?

- **Proven expertise:** Trusted by organisations across sectors, from healthcare to finance. This workshop builds on Practive's award-winning negotiation workshops for the UK Civil Service.
- **Practical and engaging:** Our workshops are designed for immediate application and real-world impact.
- **Skilled facilitators:** Facilitators bridge theory and practice, ensuring participants leave with confidence and tools they can use right away.

Take the next step

Contact us to book your session and give your leaders the tools to influence, negotiate, and achieve results.

Pricing information

We offer two flexible options to suit your team:

- Small Cohort (8–11 participants): **£3,600** per session
- Large Cohort (12–16 participants): **£4,100** per session

If you're booking multiple workshops, we offer discounted rates. Get in touch, and we'll provide a pricing plan that works for you.