



Golden Rules of Negotiation & Persuasion Course



Diomas Group

Diomas Group is a dynamic and forward-thinking boutique consultancy, providing bespoke learning solutions, executive staffing and consultancy services to the private and public sectors.

Diomas Group was founded by Stavros Vathistas and Brad Kenworthy, who have over 30 collective years' experience in the private and public sectors. Our experience spans corporate environments and large-scale and mega events; we understand the complexities of business and the complexities of people.

Our extensive experience in working on high-profile contracts perfectly positions us to support both small and large organisations with their training, executive services and specific project requirements.

We have worked with many different organisations and are fully aware of other consultancies that promise the earth, which is why we stand by our personal commitment to service and collaboration to ensure your requirements are met.

For further information, please refer to www.diomasgroup.com

Our Diomas Group promotional video can be viewed at https://youtu.be/hM_Ht9UXy-w

Our Approach to Your Requirements

Our approach to any Learning Solution is one of education based on best practice, inspiration and knowledge transfer. Using bespoke material together with valuable tools and skills, we ensure you benefit from successful training outcomes and the personal development of your staff. Your staff will discover the right skills and confidence to perform their duties, while offering genuine and exceptional service with care and compassion.

When we design, develop and deliver our bespoke training sessions, we do it with the client in mind. We consider your needs, expectations, and how we'll work with you, to ensure that your staff make the most out of their time with us.

We hate boring and sterile sessions. We guarantee to spend time in an informative, fun and full-of-positive-energy arena. We encourage everyone who attends to share their experiences and we inspire collaborative working. One of our main objectives is to work closely with our attendees, giving them practical, usable skills that will ensure that they create a delegate experience that exemplifies and lives your values.

Course Description

How scary can Negotiations be? Why do you think some people have the ability to persuade more easily than others? Is it natural charisma or can the fundamentals be explained and taught? How connected are Negotiation and Persuasion?

This engaging and fast-moving course gives you a real opportunity for you to truly understand and explore the golden rules for Negotiation and Persuasion. With a focus on your participation, we'll explore the benefits, styles and stages of Negotiation and the role, the steps the importance of body language for Persuasion. Together we will identify the characteristics of a good negotiator and the effect of the storytelling technique of Persuasion.

Expected Outcome

This invaluable course gives you an excellent opportunity to gain a true understanding and appreciation of Negotiation and Persuasion, their elements and their effect on people. In

this fascinating insight, you'll gain a better understanding of these two meanings and they will be broken down so everyone can analyse them and see their interconnection.

After attending these sessions, you will face Negotiation and Persuasion with a different point of view, even if they previously scared you! You will complete the course with skills to feel more confident to communicate with people and be part of negotiation discussions. You will gain the confidence you lacked and the knowledge you were missing.

Content

Day 1

- ✓ What is Negotiation and its basic principles
- ✓ What does Negotiation look, feel, sound like?
- ✓ What is Persuasion and how it works
- ✓ What does Persuasion look, feel, sound like?
- ✓ How are Negotiation and Persuasion connected?
- ✓ **Start with Negotiation**: Benefits of Negotiation
- ✓ Types of Negotiation Strategies
- ✓ The stages of the Negotiation Process
- ✓ The concept of a Win-Win Negotiation
- ✓ Various styles of Negotiation
- ✓ What is BATNA?
- ✓ Strategies for developing Negotiation Skills
- ✓ The types of third party
- ✓ The PROBE technique for Negotiation
- ✓ Negotiations in an Organisation

Day 2

- ✓ List the issues in Negotiation
- ✓ Characteristics of a Good Negotiator
- ✓ Tips for effective negotiation
- ✓ **Persuasion**: its importance
- ✓ The steps of the Persuasion process and the role of communication in Persuasion
- ✓ Communication Styles and how to persuade different personalities
- ✓ The rhetoric of Persuasion
- ✓ Principles of Persuasion
- ✓ Body language in Negotiation and Persuasion
- ✓ Framework theories for applying Persuasion
- ✓ How to develop your Persuasion skills
- ✓ The story telling technique of Persuasion
- ✓ Characteristics of a good persuader.
- ✓ How well do Negotiation and Persuasion connect after having gone through the topics?
- ✓ Commitment wheel

- **Duration:** 9hrs (online) or 2 days (classroom)
- **Location**
 1. Distance Learning: online
 2. Classroom: Doha, London, Munich, Frankfurt, Paris, Dubai, Athens, Milan, Barcelona, Madrid, Amsterdam, Brussels, Riyadh

We are very much looking forward to working with you!

For any questions regarding the above, please contact Stavros Vathistas via email stavros@diomasgroup.com or by phone +44 7871 487 508.