

Mastering Communication: Negotiate, Influence & Persuade

Human Resource
Madrid (Spain)
25 - 29 Aug 2025

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Mastering Communication: Negotiate, Influence & Persuade

Ref: 321797_146974 **Date:** 25 - 29 Aug 2025 **Location:** Madrid (Spain) **Fees:** 4400 **Euro**

Course Description

This comprehensive 5-day course equips professionals with advanced communication skills essential for successful negotiation, influential leadership, and persuasive presentations. Participants will learn proven techniques to enhance their verbal and non-verbal communication, develop strategic negotiation tactics, and master the art of persuasion in various professional contexts.

Learning Objectives

- Develop advanced verbal and non-verbal communication techniques
- Master negotiation strategies for achieving win-win outcomes
- Enhance influencing skills to drive change and lead effectively
- Learn persuasive presentation methods for impactful delivery
- Improve active listening and empathy for better stakeholder engagement
- Apply communication skills to resolve conflicts and build relationships

Course Modules

Day 1: Foundations of Effective Communication

- Understanding communication styles and preferences
- Verbal and non-verbal communication techniques
- Active listening and empathy in professional settings
- Overcoming communication barriers

Day 2: The Art of Negotiation

- Negotiation styles and strategies
- Preparing for successful negotiations
- Techniques for achieving win-win outcomes
- Handling difficult negotiation scenarios

Day 3: Influencing with Impact

- Understanding the psychology of influence
- Developing personal influence and credibility
- Influencing techniques for different personality types
- Ethical considerations in influencing others

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) positioned on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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Day 4: Mastering Persuasion

- Principles of effective persuasion
- Crafting persuasive messages and arguments
- Using storytelling and metaphors to persuade
- Overcoming objections and resistance

Day 5: Putting It All Together

- Integrating negotiation, influence, and persuasion skills
- Communicating effectively in high-stakes situations
- Adapting communication strategies for different audiences
- Personal action planning for continued improvement

Practical Wins for Participants

- Increased confidence in handling complex negotiations
- Enhanced ability to influence stakeholders and drive change
- Improved persuasive presentation skills for greater impact
- Developed strategies for resolving conflicts and building relationships

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

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