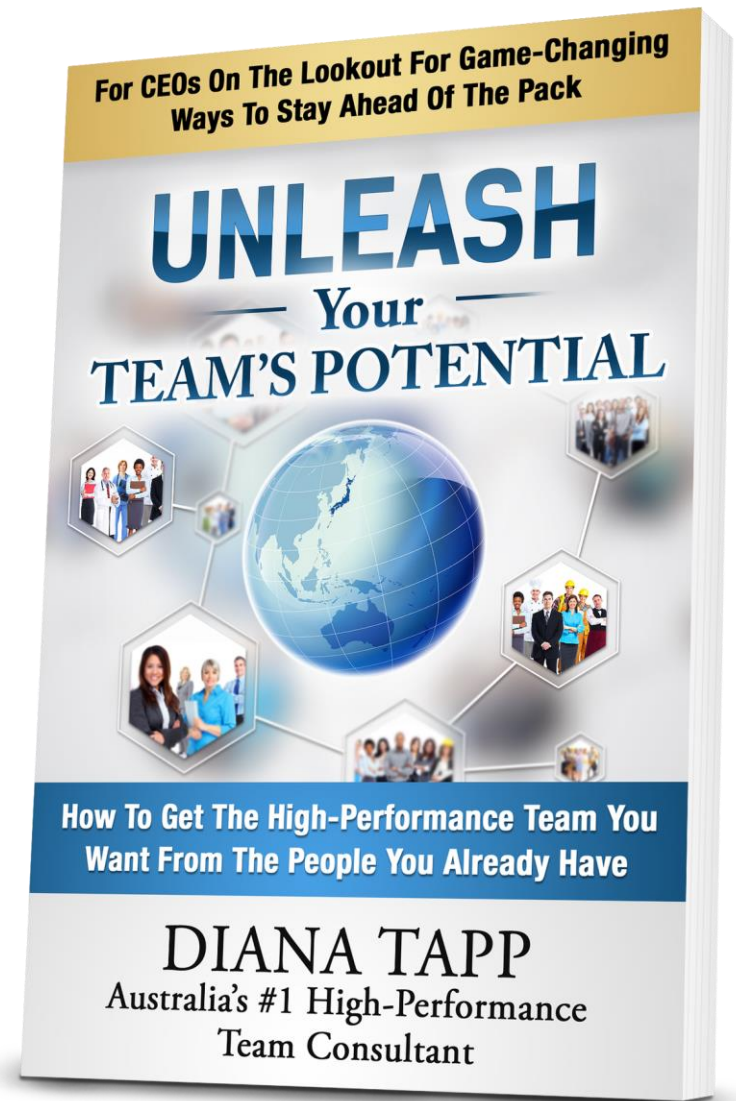


WORLD CLASS TEAMS

Unleash Your Full Potential



Influence & Negotiate
Successfully



Why does it matter?

- See the change you'd like to make but struggle to get it approved
- Tired of implementing other people's decisions
- Frustrated and disappointed that you don't receive the recognition you deserve
- 'If only they would take me seriously.'
- Waste so much time and energy negotiating with clients
- Negotiation is a misnomer – we just have to give them what they want



Influence & Negotiate Successfully

Four keys

1. Create win-win situations/outcomes
2. Look confident, be authentic, feel equal, start the negotiation conversation
3. Yes, and
4. 2 options, simultaneously





Create win-win situations/outcomes

1. What's the outcome I want?
2. What's the win for them?
3. What's the best way to get the outcome I want with this person?





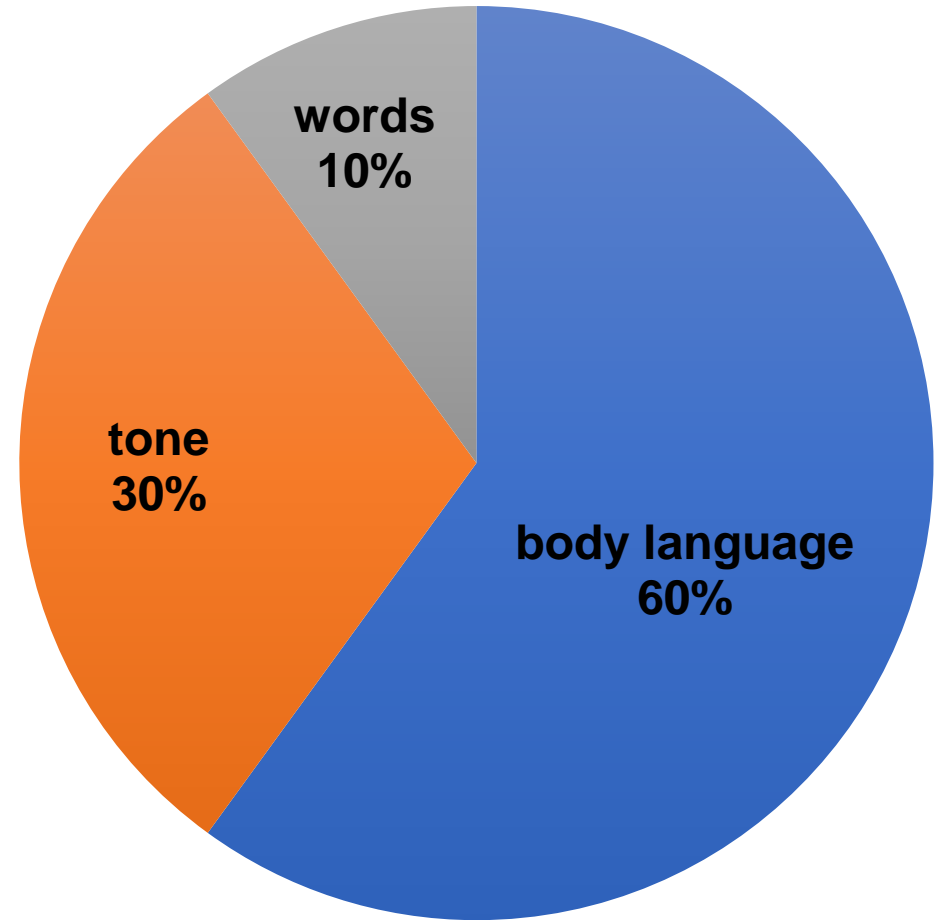
Look confident

- ✓ Posture, shoulders back
- ✓ Eye contact
- ✓ Handshake





Be authentic





Feel Equal

Walk beside





Start the negotiation conversation

‘I’d like to discuss
some options with you about’

**KEEP
CALM
AND
TAKE
INITIATIVE**



Yes, and

- Yes, I can
- Yes, and





Options

- ✓ 2-3 options
- ✓ Present these simultaneously
- ✓ Enjoy the win-win situation





*We are a CHANGE company,
not just a TRAINING company*

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