

"One of the
Top 5 most
important skills
for engineering
professionals"*

*Engineers Ireland's Training Needs
Analysis survey (2012) of 23,500+
members



Negotiation & Influencing Skills

One-day programme

Cost-effective > Convenient > Customised

Negotiation & Influencing Skills

One-day programme

Programme Aim:

Engineers have to negotiate on a daily basis in their professional lives, as the things they need to acquire, or achieve are commonly owned, controlled, or influenced by someone else.

This programme will assist participants in reaching mutually beneficial agreements with others. It will achieve this by providing a greater understanding of the professional negotiation process and exploring the techniques and ploys commonly used by negotiators.

Programme Outline:

- 🔗 Understanding the Negotiating process, the alternatives and reasons for failure
- 🔗 Assessing your ability as a negotiator and improving your skills and approach
- 🔗 Presentation and Communication skills
- 🔗 Influencing skills, key considerations, styles and strategies

Key Learning Outcomes:

This workshop will empower you to:

- 🔗 Learn how to use and recognise different negotiation techniques and ploys
- 🔗 Develop a structured approach using a step-by-step process
- 🔗 Enhance verbal and non-verbal communication skills
- 🔗 Learn how to use and recognise a range of different influencing styles and strategies

"Excellent course. Very engaging approach to learning. Very relevant and something I will draw on throughout my career. Very empowering". Thomas J Kelly, Limerick City Council

*Our courses are designed to help you obtain & maintain the **five competences** of a Chartered Engineer (CEng): C1. Knowledge and Understanding; C2. Application of Knowledge; C3. Leadership: Technical, Commercial and Managerial; C4. Communication & Interpersonal Skills; C5. Professional Conduct

Who should attend:

This programme will benefit engineering professionals who want to review and enhance their current negotiation approach, with the use of a structured process.

Facilitator:

Phil Kildea MBA, BBS has been successfully helping both new and experienced Negotiators across a broad range of industries and sectors to develop and enhance their skills for 20 years. He has been a self employed trainer, business mentor and executive coach since 2001, working with clients throughout Ireland and the UK. He has been delivering Negotiation Skills training on behalf of Engineers Ireland since 2007.

Enquiries/Bookings:

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