ICML
INSTITUTE FOR COMMUNICATION MANAGEMENT AND LEADERSHIP



COMMUNICATION AND INTERPERSONAL SKILLS

Influencing and Negotiating Skills

Build the influencing and negotiation skills to persuade, gain buy-in and reach positive outcomes.

WHO IT'S FOR

Professionals who need buy-in from stakeholders they don't manage.

DURATION

1 day, or tailored to your needs

FORMAT

On-site: we come to you, virtual or hybrid.

PARTICIPANTS WILL DEVELOP THE SKILLS TO

- Map stakeholders and plan how to engage each one
- Adapt your style to how different people prefer to work
- Build the trust and credibility that make influence possible
- Make a clear, persuasive case that addresses what others value
- Handle objections and resistance without damaging relationships
- Negotiate outcomes that work for both sides

ABOUT THIS PROGRAM

A well-researched proposal is knocked back. A project stalls because another team has different priorities. A negotiation turns into a contest and the relationship takes the hit. Our influencing skills training is for the moments when being right isn't enough. Participants learn to map their stakeholders, understand what each one values, make a persuasive case and negotiate outcomes both sides can commit to. They practise on real situations, so they leave ready to win support ethically and keep relationships strong.

Tailored to your organisation

We build in your stakeholders, your decision-making processes and the negotiations your people actually face, internal or external, so practice feels like real work.

> "Excellent facilitation, relaxed environment, interactive. Great course – I learnt so much. Thank you for an engaging and fun course! Would highly recommend.

Liezl, Breastscreen Victoria

Talk to us about this program

1300 655 098 · info@icml.com.au

Enquire online