

Politics - Managing the Dynamic

In order to succeed in business, it is essential to know how to deal with people at all levels. To do this well you must understand what is important to both sides. This course will help to identify and examine delegates' own strengths and weaknesses in dealing with others and will show them how to use these strengths to a positive advantage in the workplace.

By the end of the course delegates will be able to:

- manage the communication flow, both upwards & downwards
- practice fundamental negotiation techniques
- identify their own preferred style for influencing others
- understand the ways in which we can persuade others
- know when to act and when to hold back in dealing with others

The course includes:

- corporate networking
- individual sources of power
- positive influencing behaviour

- assertiveness strategies for influencing and persuading
- negotiating win-win outcomes
- choosing your battles

This course is suitable for experienced managers with focus and drive to achieve, who are keen to improve the way they manage interpersonal relationships at work.

Duration: 2 days



The Island Partnership

Trinity Road, Sheerness, Kent, ME12 2PF. Tel: 01795 596700