



## **ENS STRATEGIC NEGOTIATING & INFLUENCING: THE CRITICAL SUCCESS FACTORS**

### **2-Day Intensive Senior Executive Public Program**

Influencing and negotiating are essential skills critical for organisational and personal success.

The ability to positively influence and successfully negotiate desired outcomes while enriching long-term relationships is vital for achieving your potential.

Sharpen your personal influencing and negotiating expertise. Deepen your understanding of the process used by experts. Achieve better outcomes.

**ENS International** is a highly respected group of influence, negotiation and conflict resolution consultants and practitioners.

The acclaimed ENS method of negotiation has been successfully used by a vast range of organisations in over 50 countries around the world for the past 30 years.

This intensive 2-day focused program is for managers and professionals who want to develop the powers practiced by the gifted negotiator.

#### **Learning Outcomes**

From this practical 2-day skills development workshop, you will achieve more successful negotiation and influencing outcomes as you will be better able to:

- Diagnose and manage the underlying negotiation and influencing process
- Think and act laterally in negotiations
- Undertake in-depth needs analysis – the key to advanced influencing
- Stretch your style consciousness outside of your comfort zone
- Control charged ‘atmospherics’
- Manage powerful or difficult people
- Handle conflict and uncertainty
- Artfully trade concessions
- Break deadlocks in protracted or high pressure scenarios
- Develop creative strategic options
- Reinforce and extend your skill-set
- Review your approach for challenges you expect to face

You will enter your very next negotiation or influencing scenario with enhanced skills and confidence in your ability to influence others and successfully negotiate the outcomes you desire.



## Building your strategic influencing and negotiation capabilities today

### Our Approach

All ENS workshops are fast paced, intensive and practical learning experiences. Rehearsal techniques are used extensively to give participants on-the-spot practice in applying ENS concepts and principles. Each interactive program is carefully designed to be challenging regardless of your level of experience or position.

### Expert Assistance

The program will be conducted by influencing and negotiating experts with wide experience from ENS International. There will be one coach for every eight participants.

### Program Inclusions

- Pre-course questionnaire to provide you with an understanding of your strengths and areas for development. It also forms the basis for customising the program to your needs
- *'Professional Negotiation & Influencing'*, an ENS reference manual
- Special aide-memoire support materials and negotiation process pen

#### Dates

2008  
19-20 November

2009  
10-11 February  
21-22 April  
24-25 June  
13-14 October  
17-18 November

### Day 1: Foundation skills

On Day 1 we establish fundamental concepts, build rigorous and systematic frameworks, establish tools and commence enhancing skills. An overnight learning and review exercise is included.

### Day 2: Tactical development

Day 2 builds on the Day 1 foundation and focuses on the applied skills required for tactical development.

Each participant will review their own real-world negotiation or influencing scenario – with the support of ENS negotiation coaches.

### Timing

Day 1: 0930 – 1830

Day 2: 0830 – 1600

Please plan for one hour's evening study on day 1 in preparation for day 2.

### Venue

The Box  
Level 5, Tower 3  
London School of Economics  
Clements Inn  
London WC2A 2AZ  
Ph: +44 (0)20 7405 7686

### Price

£2000 + VAT per person

## REGISTRATION

To register, please contact Gill Dent on +44 (0) 1296 738 659

## For more information

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