



Participatory
Techniques Ltd

ToP™ Module 5

Principled Influencing and Negotiating



Technology of Participation (ToP™) Facilitative Leadership Program.

Who the course is for

The course is useful for people running meetings or working in project teams, involved in public consultation, stakeholder engagement, planning in groups, internal team meetings, or any situations that require a collaborative approach with others.

The course develops participants' ability to influence and advocate with integrity. All facilitators seeking a 'step change' in their communication effectiveness will find this course helpful.

What the course covers

This course emphasises dialogue skills for one-on-one and group work, within a context of developing as a facilitative leader. Māori dimensions and perspectives will be explored. It equips trainees with knowledge and skills to:

- develop self-awareness to interact with others with integrity
- enhance listening and communication to build rapport and connection
- acknowledge and work with different needs and interests when negotiating
- transform conflict and address difficult situations in groups
- understand the process of developing agreement and commitment
-

Course Fee:

The course cost is \$2,415 incl GST. Meals (during the course sessions) are included as part of the fee.

What previous participants have said about the Module 5 Principled Influencing and Negotiating course:

The content:

"Very valuable as it gave me a better understanding about the needs of people and that there is a lot we don't see or hear."

"... A goldmine of clear, useful information"

"Deep listening. I liked the concept and ultimately the result. Amazing!!"

The style of training:

"[I appreciated] the opportunity to try out and observe roles, practical demonstrations, summarising diagrams"

"Awe inspiring, excellent complementary skills – beautiful flow and collegiality, nice mix of styles and perspectives."

"Participating in role plays gave me new appreciation of responses of participants (from which I learnt a lot)"

"I loved the wananga style sessions at night – gentle, conversational, enabled great learning"

"Great facilitators. Good at role modelling the behaviour."

The benefits and learnings:

Participatory Techniques Ltd PO Box 29001 Wellington New Zealand 6443

Michelle 64 274 574414 or Helen 64 21 076 1221

E-Mail: info@facilitate.co.nz Web: www.facilitate.co.nz

"If I can master the techniques we learned over the course, I would be a master communicator, negotiator and influencer."

"I will celebrate diversity of opinions rather than fearing the conflict or differences."

"Gave me training content I can use in daily life. It will help me plan my facilitation differently."

"Each aspect of the course has relevance to both work, voluntary and family situations. The value will develop as I practice, plan, implement, reflect..."

"I will be more structured and deliberate in my work, tailoring my approach to cope with diversity and the complex nature of people and groups."