



Principled Influencing and Negotiating

ACHIEVE a 'step change' in your communication effectiveness for the things that really matter.

What you'll gain

In this three day in-person course you'll strengthen your communication skills for group and one-to-one conversations. You'll develop self-awareness to interact with others with integrity, upholding your own mana and that of others.

Through frameworks and techniques you'll gain:

- an appreciation of what shapes people's perspectives and responses
- tools and practices to listen deeply and respond with empathy
- an understanding of atua qualities as they relate to facilitation
- processes through which to build agreement and commitment.

Who is it 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.

It's a useful course for advocates: It develops participants' ability to influence and advocate with integrity.

All facilitators seeking to take their communication skills to the next level will find value in this course.

What to expect

Experience and practise dialogue skills for one-on-one and group work, within a context of respecting the uniqueness of each person.

You'll build an understanding of the holistic nature of the human being from a Māori perspective which will transform how you approach 'dealing with difficult people.'

You'll learn a suite of useful micro-skills to enhance inter-personal engagement.

What participants have said

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

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

Course Style

The course is an interactive learning experience in a supportive environment.

All participants have the opportunity to practise, and constructive feedback is provided.

Follow-up mentoring after the course is included as part of the course fee.

Develop these skills

-  Build rapport and connection
-  Transform conflict
-  Negotiate and influence with integrity
-  Develop agreement and commitment



Your facilitation training journey

HOW MANY TRAINEES PER COURSE?

As we are building group skills, an optimal training group is 12 people. An acceptable range is 8 to 18 people.

PRICING

Public course: \$2,415 incl GST pp

Contact us for a quote.



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CERTIFIED TOP FACILITATOR

Group Facilitation Methods is a pre-requisite to this course.

While not necessary, completion of this course is encouraged for candidates seeking the globally recognised ToP Facilitator Certification.

Our ToP Facilitative Leadership Program courses are run publicly and also offered in-house. Bespoke training is also available.

