



Centre
of Learning
Learn. Connect. Grow.

a part of **W** The **WiB** Group

Leadership and Management Training

Influencing and Negotiating with Confidence




RATHBANE
GROUP

Our partners:

 **Belfast
Harbour**

Influencing and Negotiating with Confidence



Difficulty crafting persuasive business cases, negative self-talk, and forming key relationships can be major obstacles when trying to achieve the outcome you want in the workplace.

Join us and learn how to Influence and Negotiate with Confidence. With expert advice from award-winning communication and training consultant, Una McSorley, you will learn how to overcome the challenges in your way and master the art of persuasion.

A 1 day in person programme, delivered by Una McSorley | Marcomm Training.

At a glance:

- **Module 1:** Understanding Negotiation and Influencing
- **Module 2:** Preparing for Successful Negotiation and Influence
- **Module 3:** Crafting Compelling Proposals
- **Module 4:** Building Relationships and Persuasive Skills
- **Module 5:** Mastering Bargaining Techniques
- **Module 6:** Closing and Maintaining Relationships



Learning Objectives Include:

- Develop and enhance relationship-building skills to establish strong connections
- Understand the role of relationships in negotiation and leverage them to achieve favourable outcomes.
- Overcome negative self-talk
- Broaden your range of negotiation techniques
- Gain a deeper understanding of your personal negotiation style
- Identify and address the specific challenges faced by women in negotiation, while harnessing your unique strengths.



Find out more: centreforlearningni.com

Influencing and Negotiating with Confidence



Una McSorley - Marcomm Training Director

An award-winning communication and training consultant, Una McSorley is recognised as one of Northern Ireland's leading communication trainers. Her expertise is in complex communications issues and development. She has also built a reputation for excellence in the field of career transition coaching and is an Accredited Executive coach and member of the Association of Coaching. Una is a Fellow of the Chartered Institute of Public Relations for her outstanding contribution to the PR industry.



Find out more: centreforlearningni.com

What others have to say

Linda Glass

Hyster Yale Group

Would fully recommend this programme for those professionals involved in contract/sales/business negotiations to gain a deeper understanding of how to improve your approach to this complex skill.



Roisin Keenan

AIB

I thought the course and facilitator were excellent, one of the best one day courses I've been on. Great mix of people and great mix of theory and practice.

Marie Sinnamon

Baker McKenzie

A great opportunity to meet likeminded professional women and gain valuable insights from a fantastic coach. The mix of theory and practical application of the course topics really brought the content to life.



What makes our programmes different?



Tailored content which is **relevant to today's working world**



Programmes to **address the challenges and barriers** often faced by women



Insights and advice on best practice as well as key tools from **industry leading facilitators**



External training provides the **opportunity to connect and learn with like minded women** outside of your organisation



Engaging programmes with **practical tools which can be applied immediately** to support continued development



Discounted rates for Women in Business, CBI and Northern Ireland Chamber members.



Our partners:



Our customers



Since commencing in 2019, we have had the privilege of providing training support to over 4000 individuals and 200+ organisations from different sectors.

Learning from diverse individuals across industries offers delegates a safe space to discover themselves, break away from group-think, understand varied business landscapes and share unique perspectives for enhanced growth and learning.



Our partners:



Contact the team



Start your journey to learn, connect and grow today.



Nicky Scott
Head of Programmes & Development
nicky@centreoflearningni.com



Maria McCaffrey
Programmes Coordinator
info@centreoflearningni.com



Gemma Weir
Sales Coordinator
gemma@centreoflearningni.com



Our partners:



Centre of Learning Office

Arthur House, 41 Arthur Street, Belfast BT1 4GB
Visit: womeninbusinessni.com/centre-of-learning

