

Influencing & Negotiating Successfully

Influence is power. Influence is leadership. Influence is direction. An individual's influence is demonstrated through their behaviour. Managers can rarely achieve their objectives through direct authority alone, hence their ability to influence and negotiate with others is a core skill. Good negotiations contribute significantly to business success as they help Managers build better relationships.



"Let us never negotiate out of fear. But let us never fear to negotiate"

John F. Kennedy

Former President of United States of America

OVERVIEW

The course shares insights and hindsight's of actual project experience of how Managers communicate to influence, inspire and lead people to achieve successful decisions by utilising effective communication skills. It will help participants develop influencing and negotiating skills, relationship building, setting clear priorities, conflict resolution and facilitating collaboration to achieve success.

OUTCOMES

By attending this workshop, will be better equipped to:

- Understand the different genres of influencing styles – The Six Laws of Influence by Robert Cialdini
- Exhibit a strong, capable, professional, persuasive and inspirational presence
- Identify what affects listening, and why most people are so bad at it
- Develop and transform themselves to the need and aspirations of the people and the company
- Vary communication based on a person's meta model and their different thinking styles
- Elevate their influential image and impact of the organisation
- Create and maintain genuine rapport
- Managing objections while influencing others
- Choose the right linguistic patterns to build rapport and trust
- Refine your communication skills by developing facility with the NLP inquiry model

QUICK FACTS

SUBSIDISED FEE
RM 850
(0% GST)

DATE
**6 & 7
AUGUST 2018**

VENUE
**SASANA KIJANG,
BANK NEGARA MALAYSIA**

SPEAKER
**SRI DEVI
PANCHACHARAM**

MAXIMUM CLASS SIZE
25 PAX

TO REGISTER:

Visit
www.aif.org.my

Or call
**+603-2787 1911
Arif**

SPEAKER'S PROFILE & COURSE OUTLINE



SRI DEVI PANCHACHARAM

MBA (Leadership), University of Southern Queensland BSc, Staffordshire University, UK.

Sri is a Certified NLP Master Coach by ABNLP Master Certified in Time Line Therapy as well as a Certified NLP Trainer by the American Board of Neuro Linguistic Programming. She has been invited to speak at events such as the Malaysian National Assistant to the CEO Apex 2013. She also emcees for events; namely the Programme Collaboration of the Corporate Finance qualification (CFq) between SIDC, ICAEW and CICA. She also wears the hat of a Business Process Consultant for clients who hire her

to reengineer their work processes to optimise efficiency within their organisation.

Sri conducts monthly free seminars which are open to everyone across all walks of life, with the intention of empowering as many individuals as possible. As a certified NLP coach, she also offers 1-1 coaching sessions to her participants who need that extra boost to achieve their goals. She has worked with over a hundred companies across Malaysia and Brunei; namely, Petronas ICT, Phillip Morris Malaysia, IJM Berhad, Panasonic Malaysia & India, Amanah Raya, DRB-Hicom, HeiTech Padu, Dominos, Polis Di Raja Malaysia, Ministry of Education & Ministry of Defence of Brunei Darussalam.

DAY 1 – Monday, 6 August 2018

Module 1: The NLP of Communication

- Embracing the NLP Model of Communication
- K-S-C-C: Attributes of a Confident Communicator
- Sensory Acuity When Communicating with Someone
- It is not Always About “What You know” but “How” You Say It”

Module 2: The Underdog of Communication: What is NOT Said

- The Mehrabian Communication Chart
- Body Language, Voice (Tone) or Words: Which is the most important?
- Demonstration: It is Not Always About the Words
- Role Play: Feedback Scenarios at Workplace
- Eye Patters Demonstration

DAY 2 – Tuesday, 7 August 2018

Module 3: The Principles & Practical Methods of Influence

- Cialdini's Six Principles of Influence
- Case Study
- Modality
- VAKOG Sense

Module 4: Linguistic Patterns for Successful Influencing Skills & To Manage Objections

- The Six Human Needs: Why do People Do What They
 - Stand Up Discussion on the Most Controversial Situations
 - Why is Language Important?
 - Group Activity: Trying in the Linguistic Presuppositions Together
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REGISTRATION FORM

PARTICIPANT'S DETAILS

Please complete the registration form and return by email to arif@aif.org.my before 31 July 2018

Name: Dr. Mr. Ms.	
Designation:	
Company Name:	
Company Address:	
Department:	
Contact: (Office)	(Mobile)
Email:	

PAYMENT BY COMPANY

Name: Dr. Mr. Ms.
Designation:
Department:
Phone Number:
Email:

REGISTRATION FEE (Please tick)

RM 850.00 (Normal Subsidised Fee RM 850.00 + 0% GST RM0.00)

Email the proof of payment (remittance advice) to (arif@aif.org.my).

TERMS & CONDITIONS

1. Confirmation of seat is upon receipt of full payment.
2. Full payment must be received on or before 1 August 2018, otherwise your seat may be released.
3. All payment to be made in Ringgit Malaysia (RM) only and made payable to ASIAN INSTITUTE OF FINANCE BERHAD.
4. All registration cancellations must be received in writing via email (arif@aif.org.my) before 31 July 2018 and will be refunded less 50% of the registration fee.
5. Cancellation after 2 August 2018 is not eligible for refund.
6. Please note that "No Shows" are liable for the full registration fee. No refund if delegate fails to attend.
7. Replacement is only allowed for attendees within the same organisation. All replacement notification must be received in writing via email to (arif@aif.org.my) before 2 August 2018.
8. ASIAN INSTITUTE OF FINANCE BERHAD reserves the right to make changes to the venue, date or speaker, including but not limited to cancellation of the conference warranted by whatsoever circumstances or reasons.

I have read your Terms & Conditions and accept its terms.

Signature: _____

Date: _____