



THE WOMEN'S LEADERSHIP

NEGOTIATION,
INFLUENCE
AND MASTERFUL
COMMUNICATION
WEBINAR

VISION
QUEST CONSULTING

■ NEGOTIATION, INFLUENCE AND MASTERFUL COMMUNICATION WEBINAR

facilitated by Michele Gravelle

How you position yourself matters. This 3-session webinar will teach you how to prepare and position yourself to negotiate, influence and communicate more masterfully. Expand your range and abilities as you learn new ways to step into your leadership.

Webinar #1 – NEGOTIATION

The ability to negotiate confidently and effectively in a manner that cultivates strong working relationships is a hallmark of excellence among the world's business leaders. For many women, negotiation does not come easily. In fact, research shows that many women often opt not to negotiate at all for fear it might damage a working relationship or professional opportunity. In this webinar we will explore the underlying beliefs that get in the way of effectively negotiating and learn specific techniques you can use immediately to become a more powerful and confident negotiator. You will learn to:

- Create higher value from every negotiation, in every sort of situation
- Handle challenging negotiations and difficult personalities
- Raise issues with courage and confidence
- Find your inner negotiator

Webinar #2 – INFLUENCE

The ability to influence others' thinking and behavior is a defining factor of successful business women. We all face situations everyday where we need to ask a colleague, direct report, spouse or friend to listen to our point of view in order to inspire or persuade them to adopt a new behavior or perspective. This is no small task! In this webinar, we will discuss and learn tools and techniques that will pave the way for you to have more successful influence conversations at work and in your personal life. You will learn to:

- Understand and know to use the three most important elements of persuasion
- Recognize the "symptoms" of resistance that typically occur in influence conversations and learn to stop them from sabotaging your effectiveness

- Skillfully and respectfully address the concerns of the others involved
- Use a structured approach to understanding the interests and needs of the Influencee to position your perspective most effectively

Webinar #3 – MASTERFUL COMMUNICATIONS

There are many definitions of the word leader. However you define it, one quality of a leader that is unanimously agreed upon is that of being a skillful communicator. Whether you are creating a new project team, reviving a frustrated group of direct reports, delivering feedback, sharing a firm-wide vision or running a project update meeting, the one behavior necessary for engaging successfully in all those activities is a powerful and effective set of communication skills. Improving your ability to have meaningful and effective conversations, especially when it is a challenging conversation is a requirement for being effective not only at work but also throughout your entire life. In this webinar we will discuss how to deal with a wide range of difficult/challenging communication situations and help you develop more skill, ease and mastery. You will learn to:

- Recognize and understand the underlying structure of challenging conversations so you can better position yourself for success
- Diagnose what's causing a conversation to go off track and know what to do to get it back in line
- Increase your ability to manage strong emotions successfully and learn to reduce triggered responses as you learn new strategies to conduct a productive conversation
- Change the pattern of your ineffective difficult conversations from feeling like a battle of wills and blame, to one of respect and collaboration

DATES AND TIMES

January 20, 27 and February 3 12:00-2:00 EST and March 10 12:00-1:00 EST Bonus integration session

REGISTRATION INFORMATION

\$599 PER PERSON

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