Influencing & Negotiating with Senior People Training

Duration: **2 Day**

BİLGİNÇ IT Academy
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Overview

In today's corporate environment, the ability to communicate effectively with senior leaders and decision-makers is a critical professional skill. Managers, project leaders, and business professionals often need to influence executives, negotiate strategically, and present ideas with confidence. Influencing & Negotiating with Senior People training helps participants strengthen communication, persuasion, and negotiation skills when working with senior stakeholders.

Influencing & Negotiating with Senior People training offered by Bilginc is designed for professionals who want to improve executive communication, strategic influence, and professional credibility.

What is Influencing & Negotiating with Senior People?

Influencing & Negotiating with Senior People is a professional development program focused on improving communication and negotiation strategies with senior executives and key decision-makers. Participants gain practical knowledge in strategic influence, relationship management, negotiation techniques, and executive communication.

Benefits of Influencing & Negotiating with Senior People Training

- Strengthens executive communication skills
- Develops strategic thinking abilities
- Improves persuasion and negotiation techniques
- Builds professional credibility and trust
- Supports leadership effectiveness
- Enhances business relationships

Who Should Attend

This training is ideal for:

- Mid-level and senior managers
- Team leaders
- Project managers
- Business development professionals
- Sales managers
- Professionals working closely with senior leadership

What You Will Learn

During this training, participants will learn how to:

- Communicate effectively with senior leaders
- Apply strategic influencing techniques
- Manage negotiation processes professionally
- Build trust and credibility
- Influence decision-making processes effectively

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Outline

1. Executive Communication Dynamics

Explore the principles of communicating effectively with senior leaders and decision-makers.

2. Strategic Influencing Techniques

Learn communication and persuasion methods that support executive influence.

3. Negotiation and Persuasion Management

Develop negotiation techniques that improve communication and agreement outcomes in corporate environments.

4. Building Trust and Professional Relationships

Understand relationship-building strategies that support long-term professional success.

5. Communication and Decision-Making Under Pressure

Learn methods for managing communication effectively in high-pressure or high-expectation situations.