



LUMIFY WORK Negotiation and Influencing Refresher User Guide

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Negotiation and Influencing Refresher

ENS AT LUMIFY WORK

Lumify Work is proud to have partnered with ENS for the delivery of virtual and face-toface negotiation advice, support and training. In the past four decades and across over 70 countries, ENS has established a reputation as a trusted negotiation partner for some of the world's largest organisations, including PwC, Johnson & Johnson, Adidas, and Woolworths. ENS courses explore negotiation strategies by analysing real-word situations and using interpersonal persuasion techniques. Participants walk away empowered to direct change, resolve conflicts,

reinvent their businesses and accelerate growth.



WHY STUDY THIS COURSE

This concentrated, one-day negotiation training course will reinforce and extend the process framework developed at the initial training.

This flexible course is formulated to meet your needs, identified in advance.

The course will:

- Refresh important negotiation and influencing concepts
- Review your negotiating experience and overcome personal difficulties
- Further extend your individual skill development

WHAT YOU'LL LEARN

- Reinforcement of the ENS tools, techniques and frameworks
- Overcome negotiation difficulties
- Understand what you can do differently
- Plan and strategise negotiations effectively

<https://www.lumifywork.com/en-ph/courses/negotiation-and-influencing-refresher/>

My instructor was great being able to put scenarios into real world instances that related to my specific situation. I was made to feel welcome from the moment I arrived and the ability to sit as a group outside the classroom to discuss our situations and our goals was extremely valuable. I learnt a lot and felt it was important that my goals by attending this course were met. Great job Lumify Work team.



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IT SUPPORT SERVICES MANAGER – HEALTH WORLD LIMITED

COURSE SUBJECTS

Course Structure

- Customise the course content to address your individual needs
- Provide in-depth understanding of the ENS model and practical learnings
- Embed the skills gained to deliver long-term benefits to participants

Pre-course

Re-read your ENS reference manual/workbook and complete a questionnaire designed to inform what concepts and learnings you have retained from previous courses. Prepare a current or near future negotiation case for review during the course. Audit two past negotiations (one good, one not so good) and identify key contributing or inhibiting process challenges for class review.

During the course

This course will refresh and reinforce the ENS frameworks and core concepts. You'll be involved in a review of your negotiating and influencing experience since your last training course. The Practitioner will then provide individual skill development and coaching to overcome the difficulties encountered and give you options on what to do differently or do better.

Post -course

You'll develop a personal action plan to lock-in major learnings. The end of this course isn't the end of your learning experience; the knowledge and skills you've gained are integrated into your daily life through a series of reinforcement emails developed from the interactions of your training group. Our training partner ENS provides an e-newsletter which analyses negotiation practises currently happening around the world and offers insights and useful tips so you can apply them to your own scenarios. Your Practitioner will also be available to you after the course to answer any questions or run through scenarios you're currently facing. This integrated learning approach ensures you get the most of your experience to get more of what you want.

Lumify Work Customised Training

We can also deliver and customise this training course for larger groups saving your organisation time, money and resources.

For more information, please contact us on 02 8286 9429.

WHO IS THE COURSE FOR?

Anyone who needs to refresh and reinforce the ENS frameworks and core concepts.


PREREQUISITES

As a minimum you need to have completed either the [Professional Negotiation and Influencing](#) course or two days of an ENS in-house program.

These apply of this course by Lumify Work is governed by the booking terms and conditions. Please read the terms and conditions carefully before enrolling in this course, as enrolment in the course is conditional on acceptance of these terms and conditions.



Documents / Resources

	<p>LUMIFY WORK Negotiation and Influencing Refresher [pdf] User Guide Negotiation and Influencing Refresher, Influencing Refresher, Refresher</p>
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References

- [Lumify Work | Lumify Work AU](#)
- [Lumify Work | Lumify Work AU](#)
- [Negotiation and Influencing Refresher | Lumify Work PH](#)
- [Professional Negotiation and Influencing | Lumify Work PH](#)
- [User Manual](#)