

# Total Persuasion

## A Kiss The Fish Workshop

### Overview

Improving your customer engagement skills and negotiation success rate is crucial for those individuals involved in selling and buying or customer relations. To be sure you will come out with your desired outcome is a liberating skill, one which will add to your success both personally and within any corporation. Success in today's business environment is about engaging the individuals you meet with "total persuasion". It is simply no longer acceptable to expect an individual to put on a "tough" front as a negotiator.

### 1 Day Workshop

This Workshop will lead delegates through the process of principled and persuasive negotiation, through a relationship dynamic which is adaptable to anyone's personal style. The Workshop will alert delegates to the core elements of mediation and the benefits of integrating these processes into their policies and procedures.

Delegates will start the day completing a "Thomas International" personal profile which will reveal their behavioural abilities and identify personality blocks stopping them becoming a great negotiator, delegates will then use the *KTF* "Negotiation Audit" which will provide a picture of "where the delegate is" in relation to achieving their goal.

The pathway of best negotiation outcomes will be explained and demonstrated using "live" examples. Delegates will come away with a clear and precise process for improving their negotiations and a clearer understanding of how to deal with difficult people.

### The KTF Value Commitment

Each delegate will receive a Thomas International personal profile and a KTF "negotiation audit" to the value of £100 included in the price of the Workshop.

Open Workshops (one day) £345 per delegate.

Business Link Members £175 per delegate.

Workshop will run from 10am-4.30pm

Kiss The Fish

"Taking The Pain Out Of People Improvement"

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