

TRANSFORM partners with major organisations to strengthen leadership capability, leadership team effectiveness and business performance.

Based in Singapore since 2008, we've had the privilege of working with more than 100 top-tier organisations across 33 countries, designing and delivering leadership development programs and journeys, team development initiatives, and executive coaching.

OUR EXPERTISE

-  Leadership Programs & Journeys
-  Senior Leadership Team Development
-  1-1 & Group Coaching
-  Assessments, Profiles & 360° Feedback
-  AI-enhanced Learning
-  International Delivery
-  Supporting Workplace Application

CONTACT

 service@transform-asia.com

 www.transform-asia.com

INFLUENCING & NEGOTIATING LAB

Developing Greater Influence & Stronger Negotiation Skills

A highly interactive program developing the skills, techniques and confidence required to influence effectively, negotiate professionally and gain commitment and buy-in from others to ideas, proposals and decisions.

Participants are introduced to a comprehensive range of influencing and negotiating techniques and apply them in a series of discussions.

Facilitated reviews with feedback examine how effectively the techniques were applied, how participants interacted with each other and how their approach can be strengthened in subsequent conversations.



INFLUENCING

How do I influence the thinking and behavior of others?

Providing a comprehensive range of powerful influencing techniques together with clear guidance on when and how to apply each approach for maximum impact.



PERSONAL PRESENCE

How do I come across as someone people want to follow?

Developing executive presence, personal credibility, and confidence while strengthening the language, behaviors, and communication style that increases influence and encourages others to listen, engage, and respond positively.



NEGOTIATING

How do I reach stronger agreements?

A structured but flexible approach to negotiation together with a comprehensive range of negotiation techniques.

Participants learn how to prepare effectively, identify priorities, establish negotiation range, bargain constructively, exchange concessions, and reach agreement.



ENGAGING OTHERS

How do I gain commitment and build support?

An important element of the program is developing the interaction skills needed to engage effectively with other people.

Participants strengthen their ability to question, listen, challenge constructively, and understand the other person's perspective while building commitment to shared outcomes.

OUTCOMES

					
Influence others with greater confidence and impact.	Negotiate stronger agreements while protecting relationships	Master a comprehensive range of influencing and negotiation techniques	Gain greater commitment and buy-in from others	Engage others more effectively in discussions and decisions.	Increase confidence in challenging conversations.



OPTIONAL POST PROGRAM SUPPORT & AI ROLE PRACTICE

Reinforcing the program's content, encouraging action and assisting each participant in applying and sustaining their learning in the workplace.