



## Building Self-Reliance

### Course Description:

Working on a great team with great leaders certainly drives performance and success and provides one with the support they need to succeed. The reason that building self-reliance is so important is because there will be times when those you rely on are just not available. This is when you need to have the confidence to take ownership and accountability. The way to do this is to build your self-reliance.

### Course Objectives:

**Taking responsibility for your work is satisfying. You gain a quiet confidence in yourself as you take control of your day.**

- Understand self-reliance and how to build it
- Learn the patterns of self-reliance
- Climb the nine-steps to self reliance
- Learn to competence/confidence loop
- Increase your self-image to build your confidence
- Take the self-reliance assessment
- Understand the importance of strengths and weaknesses
- Help your team to become more reliant on themselves
- Learn how to think independently
- Understand the importance of decision making



# Successful Negotiation

## Who should attend?:

We all negotiate everyday, whether it is for a deal with a prospect or client, or internally with co-workers, managers, staff and other departments. We negotiate every day with family and friends as well! Everyone would benefit from this workshop training

## Why should you take this workshop?:

Negotiation is a process where two or more parties with different needs and goals discuss an issue to find a mutually acceptable solution. In business, negotiation skills are important in both informal day-to-day interactions and formal transactions.

### Learn how to prepare for any negotiation

- Define what negotiation really means
- Learn the framework for a successful negotiation
- Learn the 3 Levers of Negotiation and how to pull the correct one for the best outcome
- Learn how to navigate the negotiation process

### Best Practices

- Make your point and defend your position
- Learn how to open first
- Improve your positioning power
- Should you “meet in the middle”?