

Influencing with Integrity Workshop, using the Horses for Courses programme, Developed & delivered by Paradise for Uniq Prepared Food.

Paradise was asked by Uniq Prepared Food, to develop a programme for all their Management to attend to assist them with their Negotiating and Influencing skills, with both colleagues and clients.

The course was to be used to assess and develop their current level and to overcome any obstacles they currently face when negotiating.

For the majority of the assessment day, the group were divided into smaller groups, each group rotating through a series of activities to assess their skill strengths and weaknesses.

All participants were required to give a 10 minute presentation with time allowed for planning and preparation.

Activities used included:

- Maps of the World
- Perceptual Positions
- How We Communicate
- Coaching
- Effective Feedback
- Personal Congruence and Cognitive Dissidence

Delegate comments:

“100% Effective – Fantastic!”

“Thoroughly recommend it, it was Fun, Interesting and worth every minute”

“This was a great way to highlight negotiating and what works for you”

“An amazing Experience”

“Brilliant course, I’ve had a great day!”

“This course is the best you can do, to achieve your objectives”

“I would recommend this course, wholeheartedly”

