

LURE THE TIGER DOWN THE MOUNTAIN

Programme Duration: 2 Days

COURSE DESCRIPTION:

If you are going to win in sales, negotiations or change management, you will need powerful and proven strategies. This two days workshop provides you a with clear and practical methods that you can use the 'next day'

In the Chinese classic and Chinese philosophy; the 36 Stratagems of War teaches powerful strategies for success. The king of the stratagems is "Lure The Tiger Down the Mountain".

These stratagems help you create more results, achieve more and have a better life. One of these stratagems is the power of influence:

The task of trying to get people to do what you want them to do become particularly difficult in cases where resistance to change is strong. In the real world, this is a primary challenge. We realize that beyond mastering the techniques and the concepts we want implemented, and beyond being able to communicate it – we as managers, sales people, negotiators, need to be able to get others to change. We need to acquire influencing skills.

Motivation, selling ideas to people, getting people to change or any other form of communication, on the job involves 20% techniques – which are essential – and 80% interpersonal skills.

Winning with people will result in being more effective on the job. This means BUILDING TRUST, in a non-manipulative way. This is what influencing skills are about.

- How to use influence in sales, negotiations, change management**
- How to use the 36 stratagems**
- 8 powerful things you can do tomorrow to triple your results and wealth in half the time and efforts.**

"Lure the Tiger down the mountain" advocates that one should deal with an adversary from a position of strength. Borrowing from this age-old wisdom, this 2 days workshop teaches practical and powerful skills and strategies for executive success. This is a unique seminar that combines Asian philosophy with Western techniques.

OBJECTIVES:

Participants leave knowing...

- The principles in the art of influence
- Our innate nature and how our natural behaviours affects the way we influence people
- How to recognize the emotional needs of a person by observing their behaviour
- We have to mindfully and systematically use our behaviour to build trust in others
- The preparation techniques and eager to solve a real life important challenge immediately following the workshop using the skills acquired

WHO SHOULD ATTEND:

Everyone! No one can run from the inevitable daily battles, big or small, to win hearts and minds – to get someone to do what we want them to.

METHODOLOGY:

The program will adopt a highly participative and interactive approach using exercises, games, case studies, individual and group exercises, discussions and lectures. The learning process is experiential and interactive.

COURSE OUTLINE/CONTENTS:

MODULE 1: THE 36 STRATAGEMS

MODULE 2: THE KING OF THE STRATAGEMS

MODULE 3: UNDERSTANDING THE PRINCIPLES OF INFLUENCE

MODULE 4: EQ AND INFLUENCE

MODULE 5: KNOWING WHO YOU ARE : INTRAPERSONAL SKILLS

MODULE 6: IDENTIFY STYLES

- ✓ Controlling
- ✓ Promoting
- ✓ Facilitative
- ✓ Analytical

MODULE 7: HOW PEOPLE PERCEIVE YOU

MODULE 8: FOUR ELEMENTS OF TRUST

MODULE 9: ABILITY FOR TRUST BUILDING

MODULE 10: EMPATHY PROJECTION

MODULE 11: DEFENSIVENESS - HOW YOU DEAL WITH DEFENSIVE BEHAVIOUR

- ✓ Learn the preference and expectations of the four Social Styles:
- ✓ How each style makes decisions
- ✓ What motivates each style
- ✓ How each styles reacts under tension

MODULE 12: INTERPERSONAL FLEXIBILITY

MODULE 13: A SIX-STEPS INFLUENCING PROCESS

MODULE 14: ACTION PLAN FOR IMPROVED INFLUENCE