

# Communicating and Negotiating Policy with Influence

Formulating policy successfully requires negotiations between various stakeholders, often with competing interests. Policy professionals will often find themselves in a position where they need to influence – and negotiate between – assorted groups, not only in order to develop the policy but also once the work has been completed.

## Description

This topic examines the principles of stakeholder engagement. It allows you to practise your influencing skills when handling a consultation. It will also cover being effective in negotiations over preferred policy recommendations with others once you have chosen the correct options to develop a policy.

This course is aimed at everyone involved in consultations or negotiations and policy professionals who wish to progress to more complex challenges. It provides a practical and interactive approach to using influence when consulting with stakeholders and provides opportunities to practise negotiation skills within a workshop environment, as well as back in the workplace.

## What does it involve?

This topic features an all day workshop in which you'll focus on government consultations, collaborating, influencing and negotiating. It will provide an interactive and practical environment in which to develop your skills in stakeholder engagement, consultation with influence and negotiation.

Before joining the workshop, it is recommended you speak to colleagues within your own department with experience of stakeholder engagement and ask them to share their experience of managing a consultation and the negotiations involved.

Other preparatory work includes a video and self-assessment. After the workshop, you will complete a reflective task to review your understanding of the skills learnt.

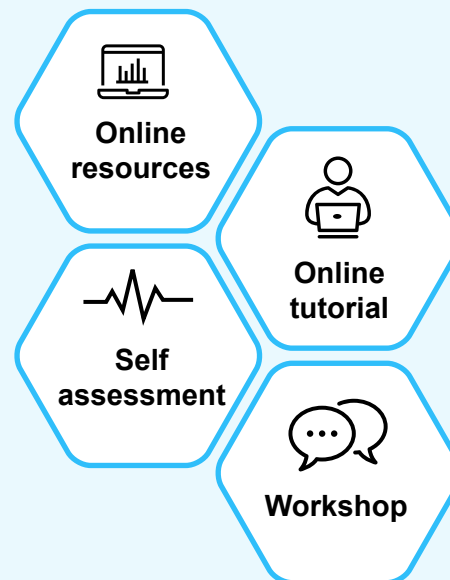
## What's the outcome?

On completion, you will be more aware of how your behaviour affects your ability to influence and negotiate with others, as well as building rapport and relationships. You will also be able to build your credibility with stakeholders to increase your influence and obtain your goals.

You'll know how to prepare for successful negotiation that achieves a win-win outcome. And you'll know how to modify your approach to allow for the different preferences and behavioural styles held by those you are working with.

By improving negotiating skills, policy professionals will be able to better conduct successful negotiations and achieve results in situations where they don't necessarily have direct authority.

## Learning activities



### Delivery method:

F2F



VLE



### Estimated learning time:

8 hours 20 minutes

## How to book

[bookings.governmentcampus.co.uk](https://bookings.governmentcampus.co.uk)

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