

Pitch Your Idea for Maximum Impact

Q-RAP | Quick-Results Accelerator Program



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CONNECT

PLAN | ENGAGE | DECIDE

Winter 2020 | Intake

9 - 30 June | Online

Pitch Your Idea *for* Maximum Impact
Online Training Program

NegotiationWise



NegotiationWise®

Q-RAP | Quick-Results Accelerator Program

Training

	Module	Pre*	Date	Time	
Communication Skills	1	Tell the best story in the room!		Tuesday, 9 June 2020	2:30 pm - 3:30 pm
	2	Avatar – creating your customer for targeted improvisation		Tuesday, 9 June 2020	4:00 pm - 5:00 pm
	3	ECCS Factor® - Enhanced Collaboration & Communication Skills		Thursday, 11 June 2020	2:30 pm - 3:30 pm
	4	Managing emotions and stress		Thursday, 11 June 2020	4:00 pm - 5:00 pm
	5	The importance of non-verbal communication for success		Tuesday, 16 June 2020	2:30 pm - 3:30 pm
	6	Dynamic video conferences		Tuesday, 16 June 2020	4:00 pm - 5:00 pm
Influencing Skills	7	Influencing skills, part 1	3	Thursday, 18 June 2020	2:30 pm - 3:30 pm
	8	Influencing skills, part 2	7	Thursday, 18 June 2020	4:00 pm - 5:00 pm
Pitching Skills	9	Pitching your idea, part 1 – Framing your message and conversation	1, 2, 3	Tuesday, 23 June 2020	2:30 pm - 3:30 pm
	10	Pitching your idea, part 2	9	Tuesday, 23 June 2020	4:00 pm - 5:00 pm
Decision Making	11	Decision making: behavioural vs logical		Thursday, 25 June 2020	2:00 pm - 3:30 pm
	12	Negotiation, part 1: The Structure – Plan Engage Decide	11	Thursday, 25 June 2020	4:00 pm - 5:30 pm
Negotiation Skills	13	Negotiation, part 2: Get the result you WANT, Deal or No Deal	12	Tuesday, 30 June 2020	2:30 pm - 3:30 pm
	14	Negotiation, part 3: How to create power and negotiate when the other party is more powerful	13	Tuesday, 30 June 2020	4:00 pm - 5:00 pm

* Prerequisite module

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