

Influence and Negotiation Skills

Virtual Interactive Workshops

Foundation Trust

Date 21: Start 09:30 – 16:00 (doors open at 9:20)

(doors open at 9:20, break at 11:00s and 14:30)

Outline

Interpersonal Effectiveness and Negotiation

Improve your ability to manage challenging discussions, deliver difficult feedback and negotiate effectively.

- Become more confident handling challenging conversations and negotiating to make positive changes in practice
- Think critically about decision making, reflecting on decision making processes and explain those decisions to others in an honest and transparent way
- Undertake stakeholder analysis and understand the different sources of power and how these impact on the ability to effectively influence change
- Appreciate the psychological stages involved in bringing about change and transition

Facilitator - Dr Simon Frazer (Director of Doctors Training)

Simon works as a consultant in Paediatrics, professional educator, senior appraiser for NHS England and is an ILM qualified coach. He led the education services in an acute trust for 8 years as the Director of Education and deputy medical director. He has worked with HEE on several initiatives around regional induction passports and faculty development. He has experience leading the development and implementation of the RCPCH trainee portfolio and representing his college developing a revalidation portfolio with the Academy of Royal Medical Colleges.

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