



Management  
Centre Europe®



# Getting Results Without Authority (Live Online)

# What are Live Online Programmes?

MCE in partnership with our parent company AMA is now offering **Live Online Training** in the EMEA region. You can access these scheduled live stream training programmes from anywhere. They cover the key business topics of our top Open Training Programmes.

## What are Live Online Training Programmes?

- 3 or 4 scheduled sessions of 3 hours
- delivered to small groups in a virtual classroom with an online video meetings tool
- interactive with breakout rooms and discussions
- facilitator led with live interaction

## Key Benefits

- Variety of activities that create a live and dynamic learning experience
- Real-world advice from practitioners in the field
- Online, virtual, convenient, high-quality and consistent learning
- Cost-effective and no travel necessary
- Live, personal feedback from your facilitator and peers



**Avoid hotel and travel costs and minimize the time away from work.**





# Is this course for you?

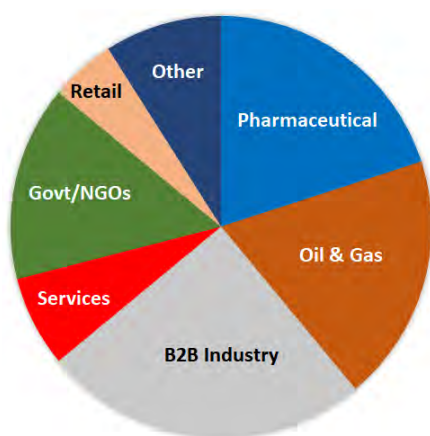
**Learn how to be persuasive at work and get the results you need without authority. Unleash your personal power to negotiate, influence and persuade.**

Whether you're dealing with bosses, colleagues, staff members or senior management; the ability to win respect, influence people and cultivate cooperation is absolutely essential to career success.

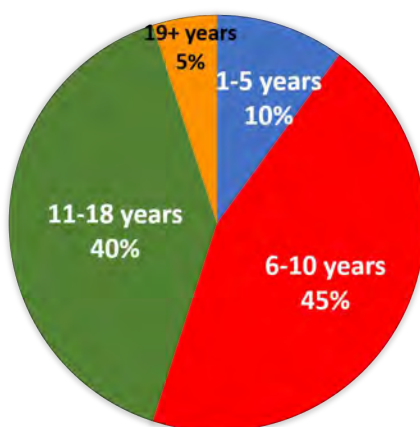
This intensive training programme is focused on practical learning, designed and facilitated by business people that understand your challenges and will guide you to find effective solutions.

## Profile of Typical Participants

Sector



Professional Experience



## Key Competencies

- Influence
- Persuasion
- Collaboration
- Communication
- Negotiation
- Self-Confidence
- Conflict Management

*"I learned some key steps in how to deal with difficult people when trying to reach my goal as well as getting the required results without having any authority. The programme was scheduled with a good window of time and every module on spot with respect to equipping the participants with the tools to achieve their goals without authority."*

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# How will you benefit

After participating in this programme, you will:

- Establish or regain credibility so you can begin to influence people
- Effectively use your power base to persuade others
- Understand the person you're trying to influence—and persuade through give-and-take
- Develop and grow relationships within your organization and beyond
- Create a collaborative work environment for faster, better results
- Let communication differences work for, not against, you
- Successfully sell your ideas and implement change
- Achieve trust and give-and-take relationships up, down and across the organization
- Influence people while projecting self-confidence without being pushy
- Adapt your style to the person or situation you're dealing with
- Identify various negotiating techniques that promote win-win outcomes



# Learn and Practise

Getting Results without Authority (Live Online) is a 4-lesson (12 hours in total) hands-on training programme, highly interactive with exercises and role plays. The programme will be led by an experienced facilitator with management experience in international companies.

## Programme outline

### LESSON 1 (3 hours)

#### Personal Power

- Describe the Personal Power Model and How to Use It with Your Personal Power Base
- Identify the Behaviors That Indicate Effective Influencing
- Define Ways to Develop the Platform for Your Personal Power Base

#### Building Your Personal Power Base

- Describe How Exchange, Relationships and Partnerships Are the Foundation of a Personal Power Base and the Keys to Influence
- Identify Your Exchange Portfolio
- Define the Principle of Reciprocity

### LESSON 2 (3 hours)

#### Building Your Personal Power Base (cont'd)

- Define the Principle of Reciprocity
- Identify Ways to Build Relationships Upward, Downward, and Laterally Within Your Organization
- Explain the Value of Creating Partnerships

#### Personal Preferences

- Describe the Importance of Personal Styles When Influencing Others
- Explain the Major Personal Styles That You Deal with in Organizations
- Identify Your Preferred Style and Those of Others
- Define the Impact of the Negative Attribution Cycle







# Learn and Practise

## **LESSON 3 (3 hours)**

### **Persuasion**

- Define and Apply Credibility, Logic, and Emotion in the Persuasion Process
- Evaluate Where Your Audience Is on Both Communication and Personality Issues, and Develop an Approach
- Discuss How Persuasion Is a Learning and Negotiation Process
- Explain How to Follow the Key Learning Steps of Discovery, Preparation, and Dialogue in the Persuasion Process

## **LESSON 4 (3 hours)**

### **When Conflict Comes Between You and Your Desired Results**

- Describe the Impact of Conflict on Getting Results
- Discuss the Conflict Management Responses Available
- Define How to Provide Constructive Feedback and Not Add to the Conflict
- Explain How to Select the Appropriate Option for a Situation

### **Getting Better Results Through Negotiation/Influencing**

- Explain the Key Preparation and Process Steps of Negotiation
- Define and Apply the Principles of "Soft" Negotiation
- Apply Influence, Persuasion, and Negotiation in a Negotiation Activity



# Practical Details

This training programme is available in 2 formats:  
Face-to-Face and Live Online



**BEST SELLER**

**Face-to-Face**

Getting Results  
Without Authority

For All Business People	3 Days €2950
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Learn how to influence by using the Personal Power Model & get your projects and tasks done with the support of your colleagues.



**Live Online**

Getting Results  
without Authority

For All Business People	4 Sessions €2150
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Learn how to be persuasive at work and get the results you need without authority.



**Classroom**



**3 Days**



**€2,950**



**Live Online**



**4 X 3 hours**



**€2,150**

To register or find the latest dates:

**[www.mce.eu](http://www.mce.eu)**

**[info@mce.eu](mailto:info@mce.eu)**

**+32 2 543 2120**

# → Key Facts About MCE



**500,000**

*Participants on MCE  
training programmes since  
1961*



**59 years**

*Providing Learning &  
Development (L&D) services in  
the EMEA region*



**1,700**

*Client companies which we have  
worked with delivering  
customized & in company  
learning solutions*



**6,200**

*In Company Training  
Solutions delivered in  
more than 94 countries*



**70+**

*Open Training  
Programmes running  
throughout the EMEA  
region - Online and  
Face-to-Face*



**10,000+**

*Managers & Leaders inspired by  
MCE's management  
development solutions each  
year*

