

Webinar on

How To Disagree and Get Great Results

Learning Objectives

- Do your homework*
- Open the debate*
- Open your ears*
- Open your mouth*
- Open your mind*
- Close the deal*



Developed by renowned trainer and speaker, Larry Johnson, *How To Disagree and Get Great Results* is a no-nonsense, webinar that will give you the skills to resolve conflict positively so that results are achieved and relationships are left unbroken.

PRESENTED BY:

An in-demand speaker and author, Larry Johnson has delivered more than 2000 paid presentations for association conferences, corporations and government organization meetings, including He, 's spoken for numerous SHRM chapters including Greater Phoenix, Ohio, Inland Empire, Louisiana, and Indiana. He's also spoken for Harley-Davidson, Southwest Airlines, and the Nuclear Regulatory Commission.



On-Demand Webinar

Duration : 60 Minutes

Price: \$200

Webinar Description

Developed by renowned trainer and speaker, Larry Johnson, How To Disagree and Get Great Results is a no-nonsense, webinar that will give you the skills to resolve conflict positively so that results are achieved and relationships are left unbroken. You will learn how to:

Resolve differences with customers, co-workers - even your boss and still maintain positive relationships with them

Keep disagreements from escalating into arguments.

Avoid defensiveness when you are confronted

Eliminate "disagreement reluctance"

Negotiate solutions to differences of opinion without giving in or giving out

Win a fair hearing for your point of view by giving them a fair hearing

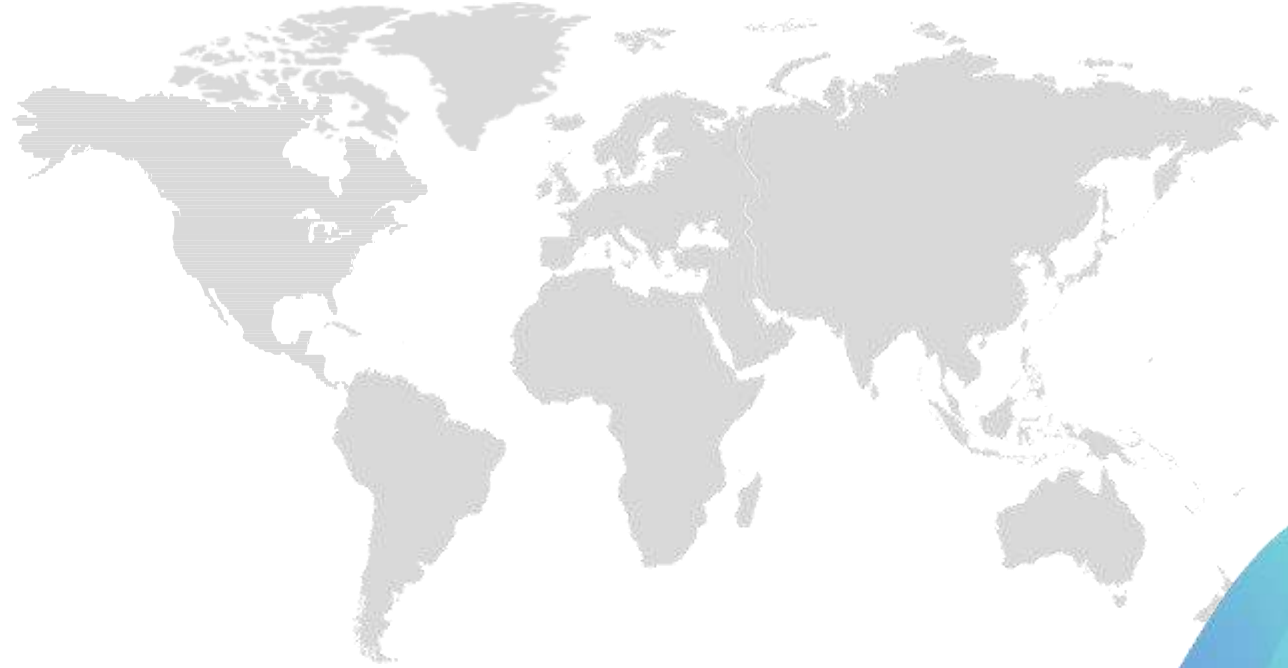
Focus on problems and solutions, not on blaming others

Keep your cool when the discussion gets heated



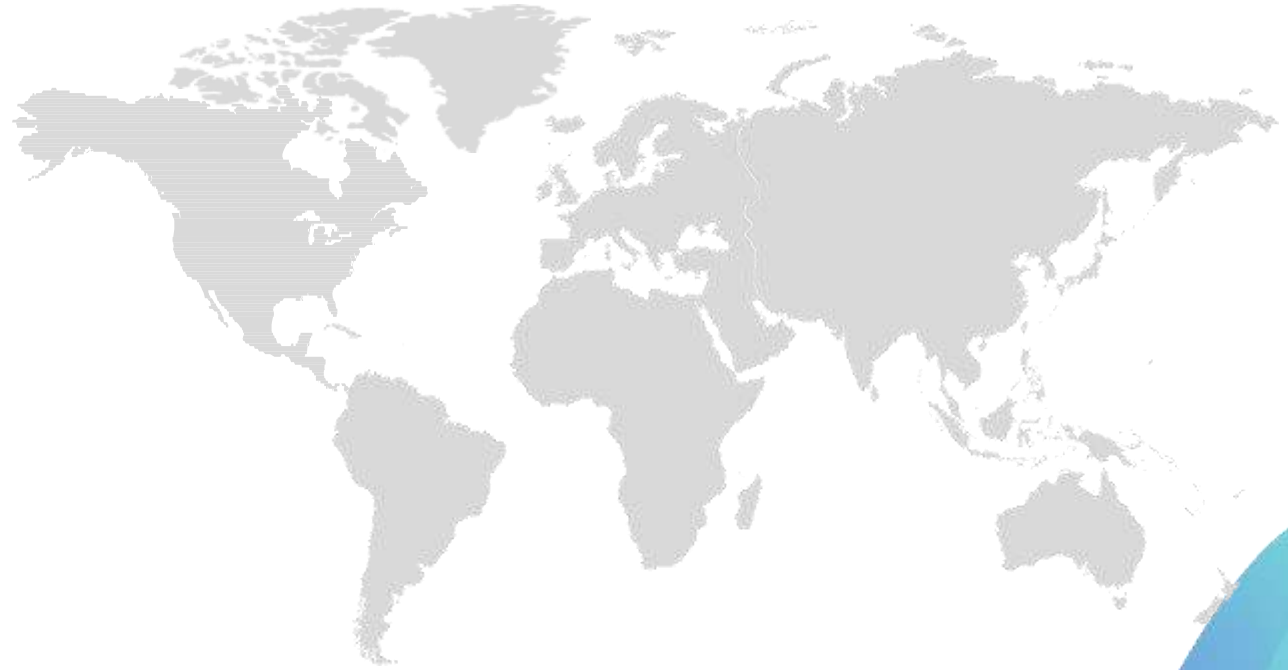
Who Should Attend ?

Anyone who must engage in disagreement



Why Should Attend ?

Disagreement is hard but necessary. Things don't change or improve unless we express our differences and arrive at solutions. Unfortunately, many people do not have the skills to do this effectively. Either they don't speak up and make their opinions known, or they push their point of view so hard that they offend the other person and the discussion escalates into a battle of wills or a clash of personalities.



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