



Webinar

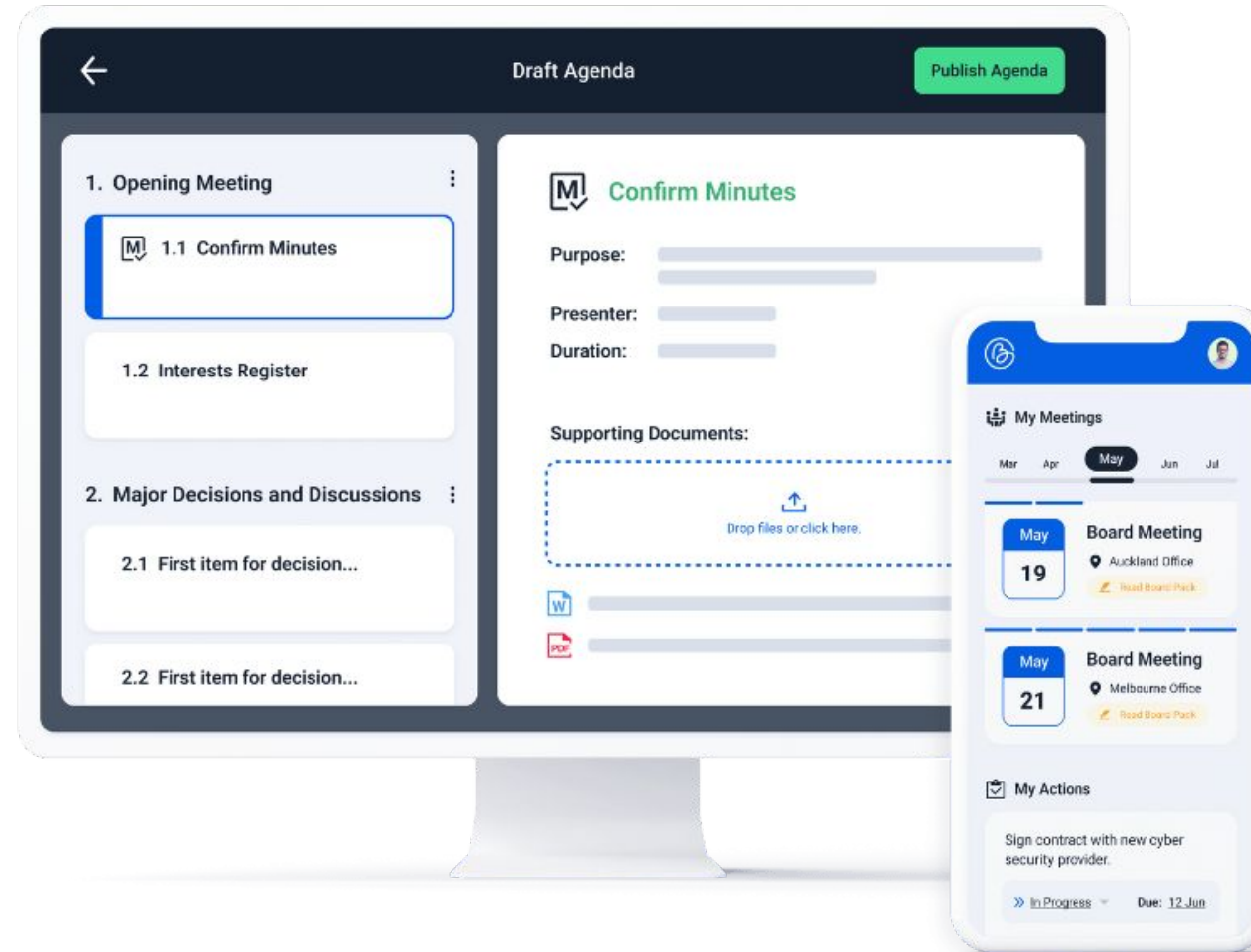
Negotiation and Influence

Increasing your impact

With Lloyd Mander









**Making the fundamentals of
governance free and
easy to implement**



Governance Made Easy

Governance Resource Center

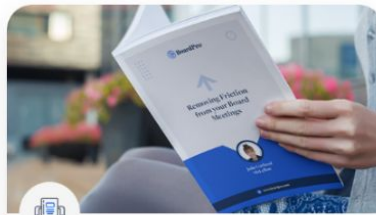
Explore free governance resources for growing your organisation and adopting good governance practises. From meeting minutes templates to CEO reporting templates, our comprehensive guides and templates will cover your governance and business essentials.

Content type ▾

Topic ▾

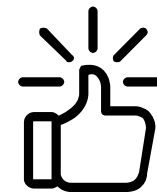
Persona ▾

Search





Slides, webinar video, and transcript will be sent to you. Sit back, relax and enjoy the conversation





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Founder & Principal
DOT Scorecard



Patrick Rottiers

Managing Director
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Fiona McKenzie

Managing Director
Resolving Matters



Topics



What kind of negotiator are you?



Behavioural and reception psychology



Advanced preparation



Better negotiation proposals



Protecting personal and organisational credibility & trust





Why do Negotiation and Influencing matter for board members?

01

Board representative for an important negotiation

02

Board **oversight of management** - preparation & negotiation

03

Convincing, **creating 'Buy-In'** during board discussion

04

The role of the chair - **building 'rich' alignment** between board members

05

Board **role modelling** a professional approach to negotiation for the CEO

06

Stakeholder Management: Communication > convincing

07

Protecting **credibility & trust** with better negotiation methodology





Improving Negotiation practice

MINDSET shapes where SKILLSET takes you



- ▶ Mental models & Insights
- ▶ Analysis, Planning, Strategy
- ▶ Steers your THINKING



- ▶ Learned capabilities & competencies
- ▶ Actions, REFLEXES



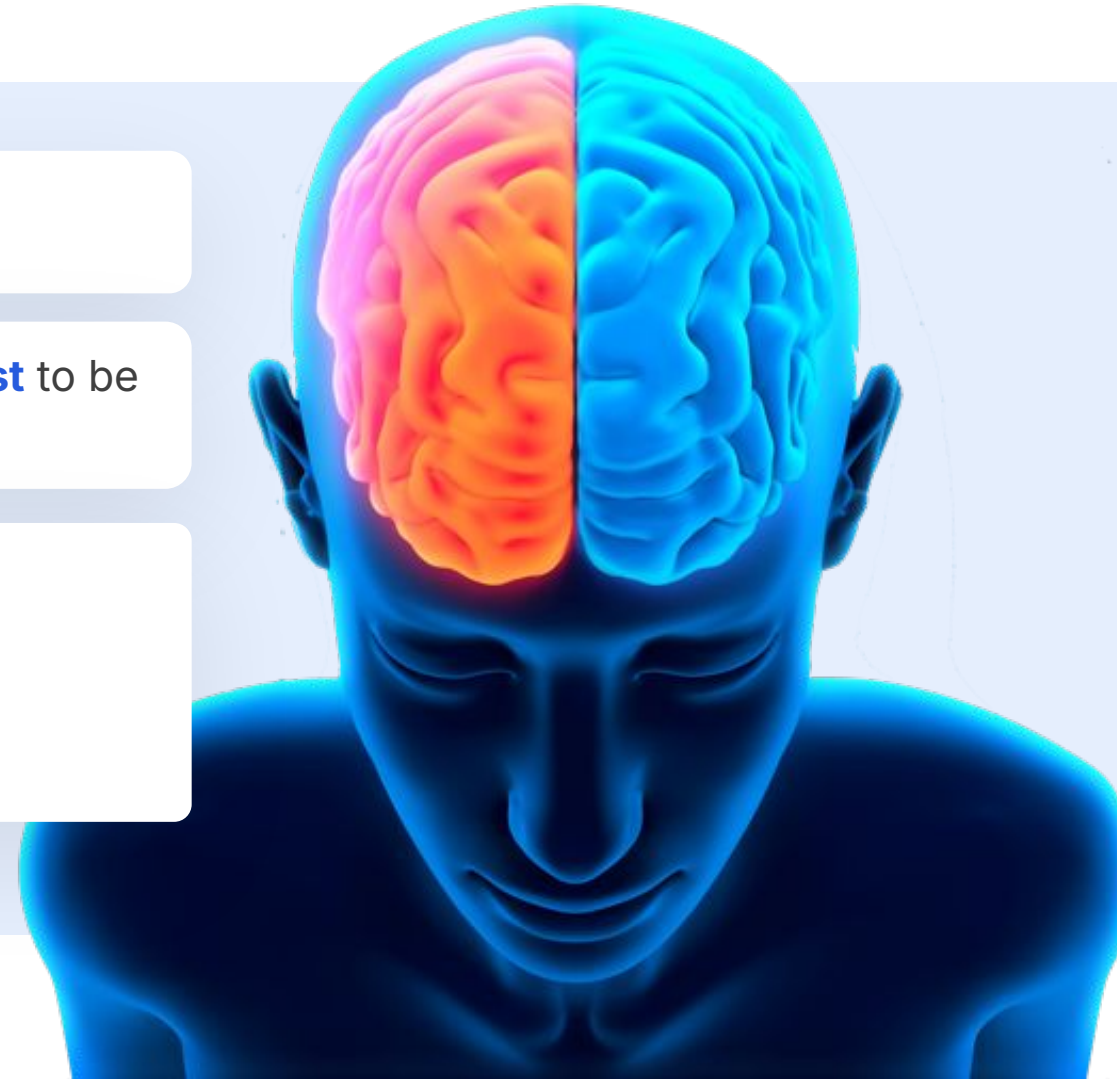
What kind of negotiator are you?

Multiple Personalities of the Negotiator ?

Negotiator type we **think** we are vs. Negotiator type we **test** to be
vs. Negotiator

growing a culture of 'Expert' Negotiators:

- ▶ Systematic **Analysis** to Learn from Experience
- ▶ Systematically **seeking to improve**





Behavioural and reception psychology for greater impact

01

Audience Perception focus

02

Precedent setting - Principle of reciprocity

03

Brain 3 vs. 4: Limbic brain vs. Cognitive brain



Business Uncertainty Simulator



Identify risk scenarios

Train & prepare for them



Advanced Preparation



01 Multiple Scenarios (efficiency & strategy)

02 Focus on creating 'buy-in' argument/anticipated counter-argument

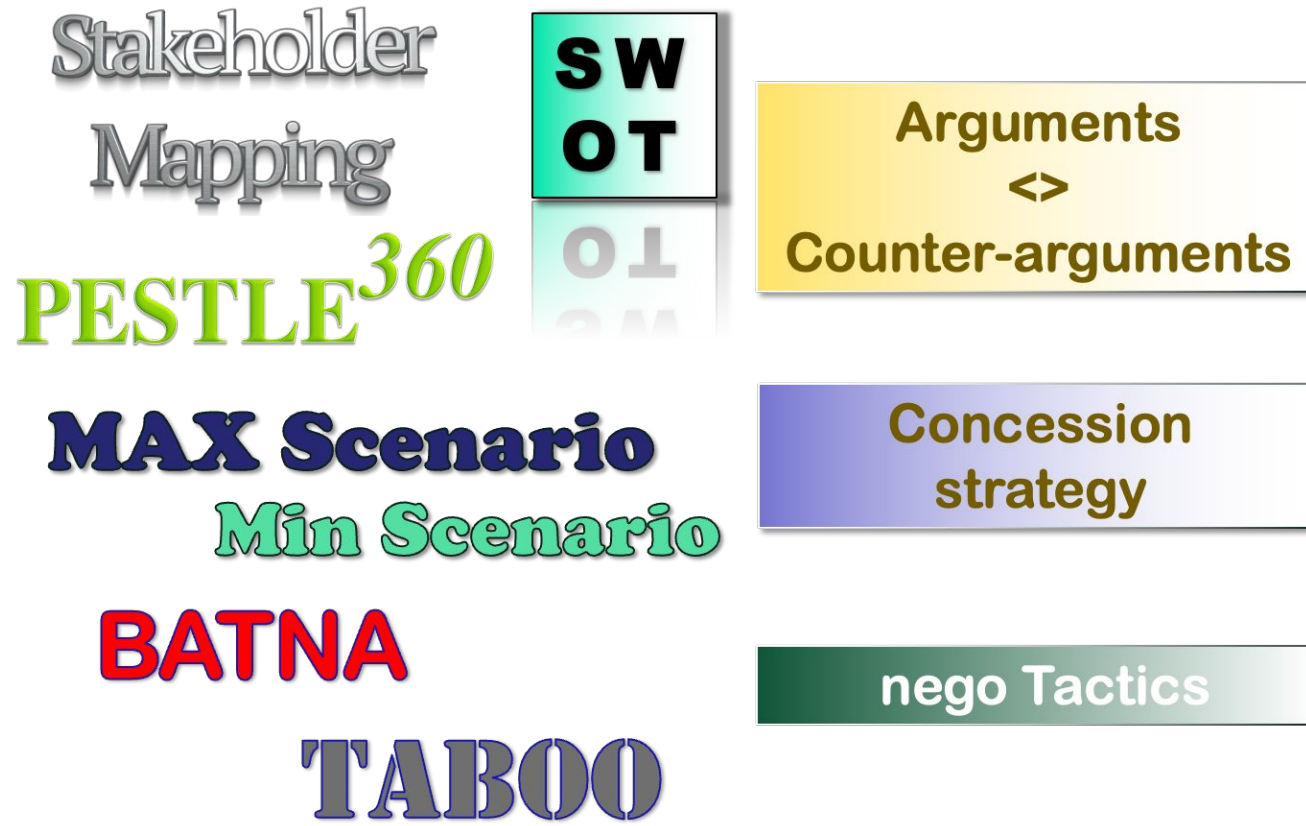
03 Evoking commitment and inclusion - "Are you on board?"

04 **Preparation**

- Stakeholder mapping
- Pestle 360
- Max & Min scenario
- BATNA
- TABOO
- Argument and counter-argument
- Concession strategy
- Nego tactics

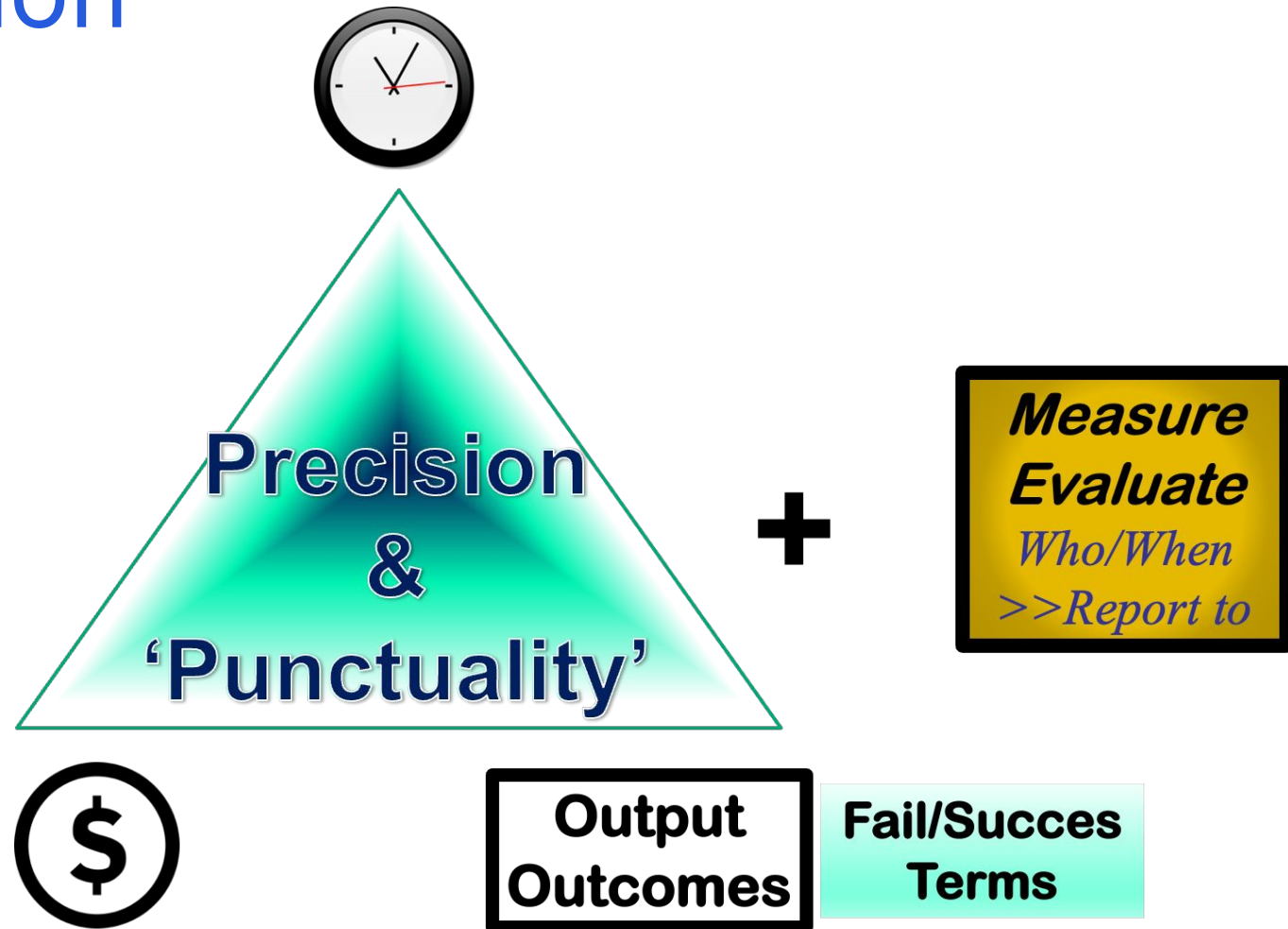
05 Cognitive empathy vs. affective empathy

Preparation Outcomes



③

Better Negotiation Proposals





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Webinar Schedule

Nov 25 - Feb 2026

boardpro.com/resource-centre/webinars

256.	Psychosocial hazards in the workplace	Online now	
257.	Board remuneration in 2026	Online now	
258	Identifying and Managing Conflict of Interest	Online now	
259.	Negotiation and Influence: Increasing Your Impact	Dec 4	
260.	How to be a great board chair	Jan 29	**
261.	Setting your strategic board agenda	Feb 5	
262	How to continually refresh your annual board strategy	Feb 12	
263.	Tension Tolerance: fostering healthy debate around the board table	Feb 19	



Thank you

