

LEADERSHIP · EXECUTIVE

Negotiation and Influence for Senior Leaders

Course overview

This course supports participants to understand, apply and operationalise negotiation and influence for senior leaders within institutional, programme or sector contexts. It combines practical instruction, applied examples and implementation-focused learning.

Format In-person / In-house / Blended	Duration 5 Days	Dates December 2026 Provisional	Fee From KES 95,000 Indicative
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Who should attend

Executives, Boards, Senior Managers, County Officers.

Level: Executive

Learning outcomes

By the end of this course, participants will be able to:

- Understand the core concepts and institutional relevance of negotiation and influence for senior leaders
- Apply practical tools, methods and decision frameworks
- Develop implementation, reporting and improvement actions

Programme modules

1. Leadership context
2. Decision-making
3. Institutional change
4. Performance accountability

Institutional results

- Stronger leadership judgement
- Improved execution discipline
- Better institutional alignment

Delivery & practical details

Available as in-person, in-house, blended. Venue and joining instructions are confirmed on registration.

December 2026

PROVISIONAL

Assessment & certification

Where applicable, Sanetti issues attendance records, completion confirmation or other agreed training documentation.

Fees & inclusions

Kenya: From KES 95,000. International: From USD 1,800 / Request Quote.

Fees are indicative. Final fees, inclusions and payment terms are confirmed in writing before registration.

Register

Use the link or scan the QR code to register your interest. Your course is filled in automatically.

[Register online](#)



Scan to register

Terms

Dates, fees, duration and delivery scope are confirmed in writing before registration is finalised.

Contacts

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