

Oral Advocacy Skills

2 Days BGOA

OVERVIEW

This course is highly practical in nature and encourages participants to put into practice advocacy skills in oral debates in a variety of contexts.

DESIGNED FOR

Designed for managers and in certain cases junior staff that need to master situations in which arguments are exchanged orally with one or several parties.

LEARNING OUTCOMES

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

- Understand the distinction between rational and rhetorical argumentation techniques.
- Know how to identify and separate a consultation from a negotiation.
- Plan and prepare a debating strategy according to context and issues involved.
- Master attempts to destabilise a debating position and learn strategies to counter-argue.
- Know how to exploit the methods and tools of argumentation: presentation and reasoning.
- Learn how to deal with multiple parties in negotiations or consultations.
- Develop cultural sensitivity when debating with interlocutors from diverse backgrounds.
- Reconcile empathy and firmness in debating situations.
- Convince and influence others without negativity.

TOPICS COVERED

- Different Types of Debates
- The Interaction Process
- The General Configuration of Debates
- The Strategy of an Argued Debate

EXTRA NOTES

An equivalent course is available in Arabic and French. Please call us for details.