

Influencing for Results

Duration and times: 1 day 9.30am – 5.00pm

Group size: 6-12

Investment: £POA

To achieve full success in almost any role it is increasingly important to be able to gain the support of others. You may need to persuade people to change their behaviour, follow your instructions or support your ideas and take action. When you need to work collaboratively with others it is also essential for you to be aware of your natural impact and adapt it to get the results that you need.

This course helps you to appreciate your current influencing style and gives you insight into the most effective and natural ways of influencing others positively. The course includes ‘push and pull’ communication and elements of NLP and helps you to apply them where they will benefit you most.

Audience:

Individuals at all levels who would like to enhance their ability to have a positive impact when influencing others.

Particularly suitable for those who want to develop a more flexible approach to influencing internal or external customers. This is an ideal grounding for Advanced Communication & Influencing Skills.

Outcomes:

By the end of the course delegates will:

- Understand their natural influencing style and the impact of this
- Have learned how to use ‘push’ & ‘pull’ techniques to achieve the best impact
- Know the importance of being able to adapt their individual style to build rapport with others
- Be familiar with how to use mirroring & matching language and behaviours to achieve best effect

Training methods:

A programme packed with lots of content, supported by discussion and exercises to encourage active learning and reflection. Individuals are encouraged to bring a real life situation to work on throughout the programme in order to achieve maximum benefit.

Not quite what you want? How about Conflict Management & Assertiveness?

