

Influencing without Authority

Who should attend?

Managers, Supervisors, Sales and employees responsible for influencing others in order to drive the business or projects forward in order to achieve the businesses' strategic goals.

So what is Influencing with Impact?

This is an engaging 2 day workshop which uses specific cases and examples from the participants. It will focus on the participant's business relations and explore how any current challenges and concerns are being managed.

"Impact and influence is the ability to persuade or convince others to support an idea, agenda or direction. Sometimes we refer to it as strategic influence. It involves taking a variety of actions to influence others including establishing credibility or using data to directly persuade or address a person's issues or concerns. Understanding who the key decision makers are, who wields the power and who the influencers are, enables you to be more strategic in your dealings and approaches with stakeholders in order to get your desired results"

Shaun Harper, MD, People-Centric

Pre & Post Workshop

Personal Development plan

Certification

Certification of Competence will be granted on completion of individual 60-Day Action Plan signed off as agreed.



Workshop Objectives



During this 2 day workshop participants will:

1. Engage in discussions, self-assessments, real plays, exercises, video clips, action plans and presentations that will aid in gaining understanding on how to apply the framework.
2. Be filmed throughout the workshop for self-reflection and personal review
3. Enable delegates to receive and give constructive feedback on perceptions
4. Recognise different behaviour types and practice techniques to influence others
5. Learn a variety of influence tools for best effect and outcome
6. Learn how to prepare for a key meeting / presentation to ensure impact
7. Learn how to create the right impression

Key Benefits for You and Your Organisation

- Increased self-awareness and development of your skills to allow you to communicate and influence with confidence & gravitas; whether this is face to face, telephone, email, in one to one, team/group or formal meeting
- You will learn to connect instantly with people and win their trust

People-Centric the difference that makes the difference in training