Target Audience

- To help participants to achieve greater chances of success by developing their ability to successfully collaborate with others at different levels.

- The training will help them demonstrate a positive impact by means of a strong personal brand and to develop their influencing skills to achieve more of their desired outcomes.

Course Objectives

By the end of this one-day training course, the participants will have:

- Developed effective influencing skills in a variety of situations.

- Improved their ability to overcome resistance in others.

- Responded to diverse personalities using a variety of communication styles and bargaining powers.
Course Topics

• Impact of a Powerful Communicator
  - How your behaviour impacts on your chances of success when trying to influence others.

• My Personal Impact
  - Understanding the power of having strong personal impact to confidently influence others.

• Communicating with Impact
  - Using rapport building techniques, and influencing skills to create a positive impact.

• Influencing Strategies
  - Using a self assessment you will consider the impact of your preferred style of influencing.

• Building Relationships
  - How to use Johari Window to develop your internal and external networks.

• Handling Questions
  - How to deal with the resistance you face from others.

• Influencing Planner
  - Preparing yourself to influence others in the future.

• Action Plan
  - How will you influence more effectively and create greater impact in the future.

The training will be supported with:

• An optional participant pre-course questionnaire and/or pre-course reading.

• A colour printed workbook with tips, techniques and space for personal notes.

Client reviews

★★★★★ 4.7/5 stars from 30 reviews on FreeIndex and Google