

Influencing Skills

Overview

Successful organisations thrive on new ideas because new ideas can lead to finding better ways to work and gives a competitive edge. Ideas need the support from a wide range of people in order to be successfully implemented. Unless people have the confidence and skills to win support for their ideas by influencing others, many good ideas will be lost.

To influence people, and to do so positively, is a skill that enable us to achieve more when working with others. It boosts our effectiveness, impact and personal credibility.

High-level aims are to :

- Understanding negative influences – what fails to persuade us?
- Understand and use appropriate influencing behaviours
- To develop confidence in dealing with people
- Describe the key Influencing Strategies.
- Practice core skills through simulation and feedback via a real life scenario's.

Interactive content with strong focus on delegate contribution and work based practical application of key learning's.

Content

How do we Influence and who ?

The Power of Influence

Key Strategies

Influencing Assessment

Barriers to positive Influencing

Rapport Building

Key Questioning skills

Delegates practice through simulated work based example

Review and Commitments

Duration

2 Day

Location

Flexible



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