



Persuasive Influencing Programme

2 Day Programme, Tailoring Possible.

Who Should Attend

Designed for managers, this highly interactive and practical two day programme will enhance existing abilities to communicate ideas, messages and objectives and understand the impact it has on others. It will also help individuals master what a truly persuasive person does naturally; influence others by understanding their point of view.

Programme introduction

The purpose of this programme is to build a tool kit that will enable you to recognise other people's primary influencing and persuasion styles and how to adjust your style in order to progress the situation. Skills are learned in an interactive 'how to' manner. You will learn how to

- Position your ideas appropriately
- Appreciate the other persons' view point
- Handle challenging situations and conflicts of interest
- Positively discuss potential solutions persuasively

Programme Goals

To build a tool kit that will enable you to recognise other people's primary influencing and persuasion styles and how to adjust your style to move issues and situations forward without pushing, forcing or telling others what to do. From start to finish, this course is about the 'how to' approach and is focused on daily issues and problems we all face as a manager of a varied team.

Instruction Method

Instruction and skill reinforcement is through a series of work-related exercises. Coaching is continuous and where appropriate, filmed for private review.

- Interactive coaching throughout
- Group and individual exercises
- Individual practice with ImpactSkills unique 'real-time' coaching
- Coaching and feedback to build individual as well as integrated skills
- Videotaped practice and review

Why Should You Attend

- Increased competence in a Key business skill
- Confidence in communicating your ideas persuasively
- Ability to deliver clear and focused messages
- Understand your persuasion style and how it impacts others.
- Enhanced persuasion skills to act as a 'Directional Leader' amongst colleagues

Benefits To Your Organisation

- Dialogue skills enhanced to support accurate communication and change management
- An ability for leaders to advance initiatives and projects
- Resolutions on issues for all involved.
- Reduced confrontation to change.
- Deals for sales people agreed quicker and more accurately