

Influencing Skills

Training Description

This influencing skills course focuses on the delegate's current position, helping to develop and improve their influencing techniques. This course combines modern theory with practical know-how.

The Course Suits

Individuals and professionals who have the need and the responsibility for influencing individuals for change. This can include personal situations as well as general needs.

Training Benefits

- An understanding of the importance of planning their approach to influencing
- Theoretical understanding of applying influencing skills
- Best practise techniques for using these skills back in the workplace or other situation
- How to obtain co-operation through consent

Course Timetable

09:30 - 10:00 Coffee & Course Objectives

10:00 - 11:00 Influencing - What is it? (Influencing - what is it - the myths & legends of it. Defining what it really is. A practical exercise to understand it)

11:00 - 12:00 The Basic Framework for Influencing (Delegates share their current approach and then apply theory to current practice)

12:00 - 13:00 Influencing Behaviours - Expressing Views & Opinions - Active Listening - Expressing Feelings _ Expectations, Incentives & Pressure

13:00 - 14:00 Lunch

14:00 - 15:00 Influencing Practice (Participant get the chance to practice the skills)

15:00 - 16:00 Human Responses to Influence (Putting future objectives into context)

16:00 - 16:30 Planning Your Personal Influencing Aims (Action planning and goal setting to influence successfully!)

16:30 Summary & Action Plans Agreed