



Workshop Overview

Learning how to influence and persuade others is one of the most valuable and transferable skills you can possess. In order to influence the thinking and behaviour of others, and persuade them to your way of thinking, you need to communicate confidently, build a relationship and remain assertive even when pressurised. This course is designed to enable you to be more confident, influential and persuasive at work and includes a brief introduction to the theory of negotiating with others. The core focus is about one-to-one interactions.



Benefits

By attending this two-day workshop, you will become more confident in your approach to situations where you will be required to influence or negotiate internally or externally. You will gain awareness of different communication styles and develop the skill to adapt your own technique to respond to them.

Outcomes & Content

- ✓ Examining your sphere of influence at work
- ✓ The SDI – an understanding of your colour
- ✓ Examining your motivation
- ✓ Identify your own preferred influencing style
- ✓ Influencing tactics for handling different colours
- ✓ Apply principles of influencing to your job
- ✓ Influencing practice – the holiday request
- ✓ An Introduction to Negotiation
- ✓ The core negotiation process
- ✓ Handling conflict, remaining confident and assertive
- ✓ Gaining cooperation from others
- ✓ Further practice



Who should attend ?

This workshop is specifically designed for anyone who needs to build relationships and influence others within or outside your organisation or commands a role which requires you to influence rather than manage.

