

Influencing skills

The ability to gain respect, influence people, stakeholders and outside partners, and engender co-operation is critical in achieving results at work. One must build trust and commitment rather than relying on any position of authority. The better you can connect with people the more able you are to influence them. It is vital to create an atmosphere of mutual respect and understanding with others in order to tune in on their wavelength and enabling them to tune in on yours without manipulating them. Achieving this will boost your effectiveness, professional impact and personal credibility.

Duration

1 day

Public

Everyone who is working in internal/external cross-functional projects.

Objectives

- A deeper inside in persuasion skills and how to develop and apply them
- Identify a natural approach when influencing others and know how to adjust it
- Maximize communication skills and personal credibility
- Improve networking skills and understand your preferred style
- Extended possibilities for building alliances and for a constructive approach to playing the political game
- Enhance personal skills of listening, questioning and providing feedback
- Increased ability to get messages accepted
- Understanding to speak the language of the other to be heard

Program

- Identifying key figures
- Finding ways to connect
- Forming alliances
- Expanding limited beliefs
- Knowing what you want to achieve
- Strategies that make your message more attractive
- Strategies that reduces resistance
- Evaluating the effect of your actions and adjusting where necessary

Methodology

This very interactive training is completely oriented towards real situations.

The choice of *the circular methodology* guarantees the strongest transfer of the treated conceptual elements towards the application and use afterwards in the work environment.

