



Influence and Persuasion

Duration: 2 Days **Course Code: IP100E**

Overview:

Want to get results by enlisting others to work on your projects? Then this training course will give you the skills you need to do this. In this training course, you learn to use the right influencing techniques in the right situations, with a strong focus on getting things done through other people, without formal authority. This course enables you to discover your own power of persuasion, and therefore learn how you can have a positive influence while still being yourself.

Target Audience:

Anyone whoneeds to collaborate with others to get things done or participates in cross-functional teams Team leads and project managers Business leaders and managers who want to learn ways to influence without using position power Anyone who wants to take more ownership of personal career development

Objectives:

- Increase your self-awareness by understanding how you are perceived by others
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 - Increase your skills in understanding others by diagnosing their personal and business needs, issues, and concerns
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 - Understand what creates credibility and the impact it has on influence
 -
 - Choose the most effective influence style and know how to communicate it
 -
 - Overcome obstacles to influencing
 -
 - Build relationships and create networks inside and outside your organization
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 - Create a personal influence action plan
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Content:

1. Introduction

- Influence vs. authority
- Difference

- Implications
- Being influential
- Characteristics
- Behaviors
- Four critical skills
- Understand yourself and others
- Leverage your credibility
- Choose your influence style
- Build your networks
- Importance of credibility in influence
- Pull
- Define your influence goal
- Influence Roadmap: Part One
- Potential obstacles and solution strategies
- Influence Roadmap: Part Two
- Building internal and external networks before you need to influence
- Building relationships
- Money in the bank
- Applying Steven Covey's deposit concept to develop your influence
- Common mistakes in developing collaborative networks

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2. Understand Yourself And Others

- Building your self-awareness

3. Leverage Your Credibility

- Credibility

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4. Choose Your Influence Style

- Two influence styles
- Push

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5. Build Collaborative Networks

- Foundation for influence is relationships
- Implications
 - Being influential
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Further Information:

For More information, or to book your course, please call us on 0800/84.009

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