

Influencing Skills

Duration – One day

Aim

The ability to influence positively and effectively is a skill that can be learnt and developed by anyone wishing to communicate their ideas persuasively, to build strong on-going relationships and networks and to gain acceptance and commitment from others. It is also a life skill, you can use it wherever you go and whoever you engage with. This course will enable delegates to achieve their aims and objectives, while building rapport based on mutual trust and respect. Delegates will learn skills, techniques and strategies to adapt an influencing style to deal effectively with the range of people they will encounter.

Objectives

On completion of this training course, delegates will be able to:

- Define the difference between influence, persuasion, power and manipulation
- Identify the behaviours, characteristics and styles of effective influencers
- Recognise the different sources of power
- Define the relationship between power and influence
- Recognise the different strategies for influencing
- Use a wider range of influencing styles in appropriate circumstances
- Select the appropriate strategies for key contacts in the workplace

Who should attend?

It is particularly recommended for anyone required to manage, to motivate or to influence their colleagues, customers or suppliers.

We can deliver this course throughout Northern Ireland and Scotland.

If you would like to find a course near you, please contact us on 028 90772937 or email info@doctrina.org.uk for more details.

If you would prefer to have this course tailored and delivered at your premises at a convenient time for you, please contact us by telephone or email info@doctrina.org.uk to discuss your requirements.