

Effective Influencing

Being able to influence others is a key skill in life, whether at work or at home the ability to persuade people is powerful. This workshop will look at ways to do that without using manipulative techniques. In organisational life we tend to be trying to persuade or negotiate with the same people over and over again. If someone feels as though they have been 'out manoeuvred', coerced or tricked in the past the trust in that relationship will diminish. This will inevitably lead to a weaker influencing position next time round. This workshop will focus on a sustainable way to influence with integrity.

Course Objectives:

At the end of the course participants will be able to:

1. Identify the importance of credibility when seeking to influence others.
2. Develop ways to increase their ability to influence in a range of situations.
3. Identify a number of tools and techniques to effectively prepare to influence.
4. Use a four stage model for successful influencing

Course Content:

- Identifying some of the tools and techniques that can be used to plan to influence.
- Understanding what makes some people more credible than others.
- Identifying the underlying sources of power when influencing and exploring how to develop them.
- Influencing without authority.
- Ways to build trust and rapport to extend our influence.
- Using a structured four stage approach to influencing.
- Choosing the most appropriate style of influencing.
- The key interpersonal skills required for effective influencing.