



Influencing Skills

Course fee: only £495 + VAT for up to 12 delegates

The working environment often involves influencing others to carry out tasks and implement change. We need to influence people using a skilled and positive influencing manner.

This half day course shows how to use the skills and strategies that enable you to achieve results through influencing others. These skills can be seen as being a valuable tool for influencing people, no matter what situation.

Who should attend?

This session is designed to achieve results through your skills to influence others.

Course topics:

- Understanding the sources of power and influence
- To enable you to communicate in a confident, assertive, persuasive manner
- Enable you to recognise four influencing styles along with identifying your preferred style
- Learn and put into practice techniques for developing a rapport with others
- Putting in to practice the influencing skills you gain in order to obtain co-operation
- Practise techniques for recognising and checking your assumptions, reducing any resistance and eliminating conflict to achieve a positive outcome

Half day course

Available in conjunction with half day negotiating skills as a full day course for £595 + VAT

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