

Extending Your Sphere of Influence | 2 Days

The art of persuasion is a powerful tool. It empowers you to collaborate with others to achieve mutual outcomes and build consensus. Whether coaching others, developing and growing a client base, fostering support for change, negotiating, or simply working more effectively with peers and supervisors, influencing others is an essential workplace competency. In this course, you will learn to become proficient in the art of persuasion, selecting and utilizing appropriate styles and strategies to have the most influential effect, as well as understanding how to protect yourself from being manipulated by others.

WHO SHOULD ATTEND:

Any professionals who need to work effectively with others without direct authority, as well as mid- and upper-level executives and managers who wish to achieve successful business results.

JOB ROLES:

Personal Development
Leader of Teams/Projects
Leader of Managers/Departments
Leader of Organizational Strategy

OBJECTIVES:

- Build workplace relationships based on mutual trust and respect
- Collaborate effectively through influence and persuasion
- Recognize and enhance your sources of personal power
- Choose and apply appropriate influence strategies
- Work with resistance to gain commitment and buy-in

COURSE OUTLINE:

An Influence Baseline

Enabling Collaboration
Facilitating Constructive Dialogue

Elements of Influence

Focusing on the Outcome
Seeing Influence as a Mental Equation
Differentiating Influence from Manipulation

Power and Persuasion

Developing and Using Power Sources
Developing the Art of Persuasion
Appealing to Integrity, Emotions, and Intellect
Building Five Types of Trust
Applying Five Principles of Influence

A Network of Influence

Building a Purposeful Network
Strategic Reputation Management
Protecting Your Credibility

Applying Influence Strategies

Adapting the Approach
Identifying Thinking Differences
Applying Strategies to Styles

Working With Resistance

Encountering and Addressing Resistance
Building Collaboration through Quality Dialogue
Getting Results through Persistence
and Persuasion

We Ensure Personal & Professional Growth Through:



TOPIC-SPECIFIC, REINFORCEMENT MATERIALS TO ENRICH YOUR JOURNEY

eBooks, On-Demand Courses, Quick Videos,
Personal & Team Assessments, Tools & Templates.