

## Positive influencing skills

### Duration:

One day

### Objective

It is not positional, but personal power that really matters. Positive influencing skills is designed specifically to help you develop the confidence and practical influencing skills that can ensure you make a positive impact even in difficult situations. The programme also forms the ideal starting point for your development journey; helping you understand where you are now, so you can be sure you're heading in the right direction. You'll come away with a strong sense of self-awareness and a checklist of behaviours you can call on in different influencing situations.

### Contents

Positive influencing language - how to use it and how to say it  
Using body language and non-verbal communication to your maximum advantage  
Understanding the motivations of others  
How others use their learning and management styles to influence  
Learn how to influence at meetings and during presentations  
Conflict strategies - turning these to your advantage  
Succinct and clear verbal communication  
Building effortless rapport  
Networking in and out of the workplace  
Establishing and maintaining trust

### Who should attend

Anyone who needs to influence others in order to achieve their goals  
Managers responsible for matrix management of others  
People who need to put their point across in a persuasive and convincing manner  
Anyone who feels that they are too easily influenced by others

### Course benefits

Being able to exert positive influence on people and situations will enable you to approach all kinds of work-based and social occasions in a really positive frame of mind.

### Additional information

This one day introductory programme will be followed later in the year with our 2 Day Advanced influencing Skills programme. Anyone who is new to introducing the power of influencing skills into their personal armoury will really benefit from attending both programmes.

### Certificates

All delegates who successfully complete this course will receive a certificate of attendance.

### Trainers background

The trainer of this course is a registered practitioner in Neuro Linguistic Programming and has been successfully delivering Management and Leadership style training programmes for over 14 years.