

# Results Driven Influence



## *The Simple Techniques of Successful Workplace Persuasion!*

Achievers understand something that few do; they realise that the ability to communicate and work effectively with other individuals is a key component to influencing outcomes. In a modern workplace, having 'Results Driven Influencing Skills' in business is a crucial skill in order to increase productivity and achieve the necessary outcomes.

'Results Driven Influence' is a one-day program designed to equip individuals with the necessary skills and understanding to deal with the day-to-day challenges of influence and persuasion to achieve desired outcomes. The participant will learn how to develop and implement strategies to effectively deal with different authorities and power bases, understand the qualities of an effective influencer, and learn how to convince others to embrace their ideas, gain win/win outcomes and gain support for initiatives.

This workshop is designed as a highly interactive and fun session to help integrate the learning at deep levels. The session is full of exercises and activities with plenty of opportunities to try out the strategies in social learning groups.

### Designed for?

- > For anyone who needs to gain results when dealing with internal or external stakeholders, employees, clients, managers or senior executives who are required to persuade individuals to achieve initiatives and influence outcomes.
- > If you desire to increase your influence in your organisation to create bigger and better career opportunities then this course is a must for you.
- > An ideal group size is 6 – 15 participants.

### Key Learning Outcomes

- ✓ How to effectively deal with those down, across and up line to your position.
- ✓ The Practical techniques to gain support for your objectives.
- ✓ How to use the psychology of persuasion and people response triggers.
- ✓ Profiling techniques to analyse and predict the other party's true motives.
- ✓ How to create an Interest Map and develop the right strategy.
- ✓ Secret advanced influencing techniques used by some of the world's top performers.
- ✓ Negotiating to achieve mutually acceptable outcomes.
- ✓ How to become influential in facilitating change.
- ✓ The right strategies to attract motivated individuals when working across multiple teams.
- ✓ The ability to structure and communicate your message persuasively.
- ✓ How to use your confidence to create the right atmosphere for 'buy-in'.

Live Face to Face, Virtual or Hybrid



Power Sessions



Half-Day



1-Day



2-Day



Coaching

### Contact Us

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