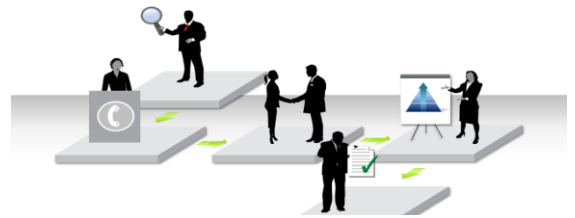


# 6: Influence with Impact

## 360 Degrees Of Influence



### Why Attend?

The ability to influence and persuade others requires a combination of skills such as: self-awareness, interpersonal relationship building and ability to more effectively lead, influence and positively impact overall performance. The workshop is designed for anyone interested in understanding how to gain support and inspire others to maximize performance.

### Who Should Attend?

Anyone interested in understanding how to influence, persuade and inspire others to maximize performance.

### Objectives

This workshop equips participants with the skills to:

- ❖ Understanding differences between influence, persuasion, negotiating
- ❖ Benefits of effectively influencing others
- ❖ Understand your persuasion style, impact and how to adapt as required
- ❖ Identify others influence trigger points

### Building Relationships

- Basic skills to develop presence, respect, rapport with any culture
- Strengthen relationships to influence and persuade
- Word Power and positively impacting others

### Learning Highlights

#### Influencing Basics

- Difference between influencing, persuasion and negotiation
- Benefits of effectively influencing others
- Do's and Don'ts of Influencing
- Brain's reaction to being influenced and offsetting the threat feeling

#### Personal Thinking Styles to Influence

- Identifying, improving your influencing style to adapt to others
- How to quickly identify and connect with other thinking styles comfort zone



#### Influencing Through Collaboration

- Trigger mental trigger points and personal benefits to gain support
- Bridge verbal mental gaps to influence perception
- Advantages of mutual win-win
- Use storytelling approach to persuade
- Identify similarities and differences in thinking
- Use effective closing techniques to shift thinking to agreement