

INFLUENCING SKILLS

1-Day Program



Successful people managers must be able to work effectively with people around; and for that Influencing plays a major role. One must be able to persuade subordinates, peers or customers to seek required support and/or get them to do things. With business getting more complex, effective influencing helps achieve more in times of constrained time pressures, more competition and higher profitability demands. This DOOR program raises learners' awareness and equips them with skills to become an effective influencer.

Influencing Skills



Topics

- + Introduction to concept of influencing
- + Importance of influencing in your role
- + Commonly used effective influencing techniques
- + Personalized influencing charter
- + Practice sessions

Training Objectives

At the end of this training you will be able to:

- 1 Receive clarity about positive impact of influencing at workplace and loss of not using the power of this tool
- 2 Learn new influencing styles
- 3 Discover your personal influencing style
- 4 Foster increased confidence, enhanced interpersonal relations and higher productivity; as result of effective influencing
- 5 Create a personalized charter of influence

Duration

1 Day

NEVER UNDERSTIMATE THE POWER OF #INFLUENCE YOU HAVE ON OTHERS.

Program Schedule

Introduction to concept of influencing

- + Effective influencing behaviours
- + Ingredients for successful influencing: credibility, empathy, effective listening and communication skills
- + Common influencing mistakes

Importance of Influencing in your organization

- + WIIFM- 'What's in it for me'- as an influence?
- + Benefits of influencing to organization

Commonly used effective influencing techniques

- + How good an influencer are you?
- + 3 kinds of influencing energies

+ Barriers in influencing

Practice Sessions – Role plays

How can I best use the power of my influence?

- + A tool for communicating to get a buy-in
- + Collaborating to create 'WE' goals
- + Leading others to take action towards a desired result
- + Personal branding for increased likeability and credibility

Personalized charter

More information

If you would like to discuss any one of our programs please contact us.

T +49 (0) 611 157 59 00

E info@doortraining.com