

Influence & Persuasion



A 2-day programme

Who for:

Anyone whose results and output will be enhanced by effective influencing skills with colleagues, managers, team members, customers, contractors or suppliers.

In this programme, you will learn and practise:

- How to structure and build your case persuasively and clearly, even at short notice
- How to position your case to appeal to different individuals and groups
- How to use language, your voice and non-verbal communication to persuade others
- How to 'read' and respond to others' responses – even challenge and criticisms – effectively
- How to ensure that once you have reached agreement, you also win commitment and follow through

