



Power of Influence

The ability to influence is a key skill that is needed as your career progresses. You will have to influence peers, managers, direct reports, cross functional partners and the list goes on. You will encounter individuals with differing experiences, perspectives, purposes and motivations. The ability to influence and bring all these differences together is necessary to make decisions and achieve goals. In this workshop you will learn the skills needed to influence across the organization. Workshop length and content can be customized to meet your training needs.

How You Will Benefit:

- Understand the importance of relationships on influencing and how to strengthen relationships
- Understand the importance of communication on influencing and learn how to become an effective communicator
- Understand the importance of having a results-oriented mindset and delivering results
- Increase your ability to influence by learning different ways to engage and influence

Let's Get Started?

1. Contact us to get more information
2. We will tailor the program for your audience
3. Execute the training solution

What Will Be Covered:

- Components of an effective relationship
- Sustaining relationships
- Building trust
- Communication barriers and methods
- Developing effective communication skills
- How to have a results-oriented mindset
- Techniques for influencing
- Understand the four phases of buy-in

What's Included?

1. Virtual or Classroom facilitation by an expert facilitator
2. Dynamic Interactive Experience
3. Specialized course workbook and materials
4. Personalized certificate of completion

Who Should Attend:

- Executives and Senior Level Managers
- Individuals in Management and Leadership roles who want to enhance effectiveness
- High Potentials
- Individual Contributors