

First Creation Consulting



***Influencing Skills
(One Day Workshop)***

First Creation Consulting Ltd

David Howard

Tel: 01494 - 815599 Mobile: 07776 - 194238

Email: david.howard@firstcreationconsulting.com

WORKSHOP AIM:

The aim of the workshop is to develop a positive influencing style for use internally within the organisation and externally with clients.

WORKSHOP OBJECTIVES:

By the end of the workshop participants will be able to:

- Understanding the influencing process
- Developing clarity about the purpose of all interactions
- Judging people and situations more effectively
- Practising appropriate techniques and styles for different people and messages

WORKSHOP METHODOLOGY

The workshop has been designed to maximise participant involvement. A number of proven methodologies will be employed including:

- Consultant led input
- Use of a psychometric tool as an influencing framework
- Group/individual based exercises
- Practical exercises
- Feedback and Coaching

Start 9:00

Introduction

- Workshop aims & objectives
- Personal objectives
- Influencing Exercise 1

Influencing Strategies

- Aims of positive influencing
- Wining and losing
- Effect of “losing”
- Exercise 2: Forms of Influencing

Influencing Framework

- Exercise 3
- 5 steps to successful influencing

MBTI & Influence

- Effect of personality within influencing
- Review use of MBTI
- Your personality as an influencer
- Your target’s personality
- Influencing tips for different types
- What others might “hear”

Content & Style

- What content to use
- The best style to adopt for each target
- Body language
- Group dynamics and influencing
- Active listening

Advanced techniques

- Clues to style
- Visual clues
- Auditory clues
- Sensory clues
- Framing conversations
- Pacing your target
- Exercise 4: Peer Influencing exe

Conflict

- Causes of conflict
- Transactional analysis
- Dealing with conflict
- Conflict resolution
- Exercise 5: Group influencing exercise

Finish 17:30

Summary & Close