

Developing Your Influencing Skills

Purpose:

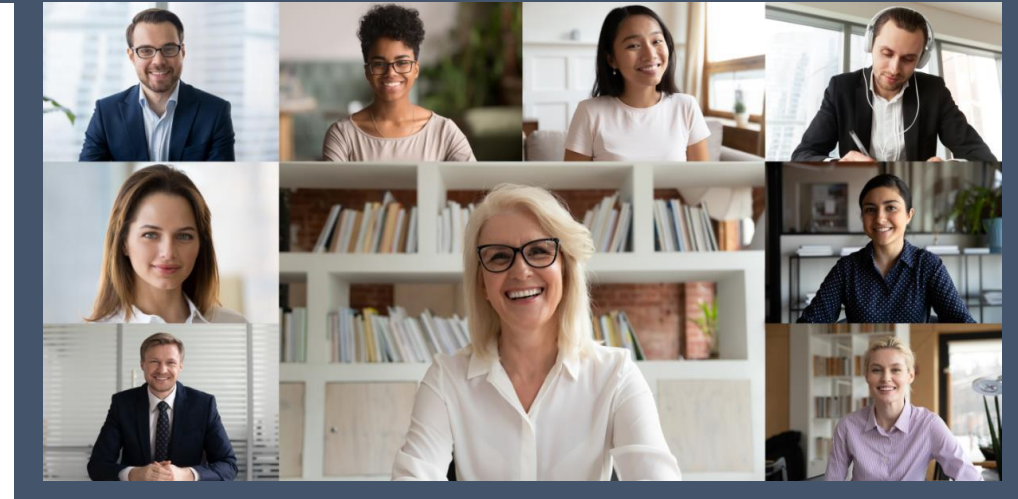
To increase individuals' ability to influence others, taking note of our changing virtual world

Objectives:

- To develop our influencing skills in virtual and face-face interactions
- To build your self-awareness of your impact on others
- To gain more insights on how to be more flexible in your style, words/voice and body language

Approach:

- ✓ Input on tools, approaches & practical strategies
- ✓ Facilitated and group discussions to share ideas and solutions within the group
- ✓ Q&A to support specific areas of interest



Programme Structure:

We will work together over **two x 2hr virtual Action Learning Sets** and you are also asked to engage in **two x 60-90 minute Pre-work Activities**. Activities range from reading articles, watching video clips and conducting work-based activities. The work you do up front will set you up in readiness for the Action Learning Sets.

Pre-work

Understanding influencing & communication strategies



Action Learning Set 1

Understanding and practising the model



zoom

2hours

Pre-work

Diagnosis of self and others



Action Learning Set 2

Applying the model to real situations



zoom

2hours

Maximum 12 people per session