



INFLUENCING SKILLS



Learn how to maximize your impact to influence effectively

Duration: 2 days

Groups: 6-12 participants

Overview

Managers can waste a lot of time and energy trying to influence others. This program is an opportunity for them to learn how to tailor their approach to the needs of the situation and the personalities involved, so that they can dramatically increase their chances of success.

The training is about positively influencing other people—not negatively manipulating them.

Who Should Attend

This program is particularly suitable for middle to executive level managers.

Learning Objectives

By the end of this program, participants will be able to:

- Quickly build rapport with individuals and groups
- Prepare and delivering a persuasive presentation
- Developing an argument based on a balance of facts and passion
- Use questions and listening to influence others
- Increase their self-confidence and personal impact
- Build influential personal networks.

What Attendees Can Expect

The 2 day course combines ancient principles of influence with the latest scientific research, but is also very practical and skills-based. It is designed so you can transfer the learning into the typical situations that you face. There is a high ratio of tutors to participants on this module, enabling you to work intensively on in a wide range formal and informal situations where you still require a high degree of influencing skills.

Program Outline

- Assertiveness (push influencing)
- Rapport and questioning (pull influencing)
- Understanding body language
- Presentation skills
- One-to-one influencing skills

Workshop Options

This program is available in two versions:

- GOLD - standard learning materials
- PLATINUM - limited tailoring of components to match the client's own business context, processes and forms.

This program is typically tailored for each client and delivered on an in-house basis. This maximizes the program's relevance for the participants and ensures the best possible return on investment.

Accreditation



This program is accredited by the Certification Service for Continuous Professional Development and carries the CPD kite mark. Tailoring of the program may require the resubmission of materials to the certification service.



Pilat Facilitators

Pilat consultants have extensive experience in facilitating sessions/workshops with groups, ranging from small teams to large group forums/strategy sessions.

This includes:

- Designing and facilitating leadership development workshops for a range of private and public organizations
- Teaching university post-graduate courses on managing change and organizational development
- Working with departments undergoing organizational change, enlisting employee input in developing their new structure and roles
- Facilitating action learning teams - ensuring that maximum learning takes place through looking at the process of the team
- Working with new teams to help them clarify their goals, roles and ways of working.

To help ensure that group meetings are effective in achieving their desired outcome, Pilat can help both with the design of the session(s), as well as their facilitation.

About Pilat

Pilat HR Solutions, founded in 1974, has dedicated over three decades to bringing rigor to HR, working with organizations to increase their employees' performance and to realize their true potential. We do this through our combined focus in three areas of specialism - Consulting, Technology and Data.

Clients who partner with us tell us that they value their experience of:

- Passion - "We will demonstrate a contagious passion for helping you achieve your business dreams; they will become our dreams."
- Ethics - "Honesty; no excuses; no blame. We will keep or exceed our promises; and the people who make them will be there with you!"
- Excellence - "Rigor in all we do. Based on our knowledge and experience, we will work together to deliver measurable excellence, nothing less."
- Best-fit - "We will partner with you to understand your precise requirements, and provide the best-fit solution - if we can't, we will point you toward others who can."

Additional information can be found at www.pilat.com.

To schedule an exploratory discussion with a member of our team, e-mail info@pilat.com or call (US office) +1 800 338 9701 or (UK office) +44 (0)20 8343 3433.

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