

Course Title: Influencing Skills

Target Audience - Suitable for individuals wanting to influence others or better understand when people are trying to influence them

Aims of the Course:

Influencing other people is a crucial business skill. Learning how to influence is an essential development skill for any employee no matter what their role in the organisation. The skills developed will positively impact the organisation, such as making management more effective at influencing desired results, empowering individuals to innovate and drive positive change and giving any customer facing employees the ability to arrive at more positive outcomes.

Participants will be able to:

- State the fundamental principles of influencing other people individually or in groups
 - Describe the role of power with regards to influencing
- Identify their preferred influencing style and the impact this has on others
 - Identify 'barriers' and 'enablers' to influencing
- Describe and demonstrate their influencing skills via group exercise

9:00AM	Course Start
10:30AM to 10:45AM	Morning Break
12:30PM to 1:00PM	Lunch
2:30PM to 2:45PM	Afternoon Break
4:00PM	Course Finish

**Trainer Profile:
Green Duck Ltd**

**WEDNESDAY 1 NOVEMBER 2017
9:00AM - 4:00PM**

**£100 PER PERSON
£50 PER PERSON (HET)**

**LOCATION:
BEECHWOOD JUNIOR SCHOOL
JUNIPER ROAD
SOUTHAMPTON
SO18 4EG**

**ENQUIRIES:
02380 786833**

LUNCH INCLUDED