



LEADERSHIP DEVELOPMENT POWER OF INFLUENCE

The Power of Influence workshop is a one day workshop that explores the science and strategy of influencing to achieve outcomes. This workshop is designed to give participants a deeper understanding of the psychological principles of influencing. They will gain the insights, strategies and tactics required to have others embrace their ideas, accept their recommendations and support their initiatives.

OUTCOMES

Participants of the Power of Influence workshop will:

- Be introduced to the four key competencies that effective influencers demonstrate
- Understand the importance of building professional connections to gain trust
- Explore the effect of empathy in the process of influencing
- Learn the impact of planning to achieve desired outcomes
- Understand the importance of considering potential objections and having strategies to gain commitment
- Practice their probing and listening skills
- Understand the difference between persuasion and assertion., as well as consider when each are appropriate tactics
- Recognize the need to be adaptable by exploring the 6 psychological strategies of influencing
- Understand the importance of authenticity

Influencing simulations are part of the workshop.