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# Influencing to Achieve Results

2-DAY In-Person Corporate Training Workshop

The “Influencing to Achieve Results” workshop 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. Participants are asked to bring real challenges that they face in gaining cooperation with internal or external customers. These challenges are leveraged in “real” role play exercises to explore the influencing skills learned during the workshop.

## OUTCOME

The participants of the “Influencing to Achieve Results” 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 discovery/questioning 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. Discussions about team dynamics and barriers to influence others are explored to improve performance and trust.

Interested in elevating your team’s performance? Contact [cindy.novak@clnetwork.ca](mailto:cindy.novak@clnetwork.ca)