

Influencing Skills



Improve your influencing skills with this skills workshop on managing stakeholders, with practical tools and tips to help you succeed.

Improve your influencing skills

Being able to motivate, persuade and engage with colleagues is essential to achieving your goals, but there is no one-size-fits-all style. Whether you need to gain support from stakeholders, inspire others or persuade people of the best course of action, how to influence people varies according to your goal and intended audience.

Asserting influence takes a range of forms and methods – and knowing how to tailor your approach to your audience is half the battle.

Workshop features

Participants on this ready-to-run workshop will broaden their repertoire of influencing techniques, be clearer and more confident about the outcomes they want to achieve and be more able to understand and work with the needs of others.

After completing this workshop, **participants will be able to...**

- Identify who and what to influence
- Understand the personality preferences and needs of stakeholders
- Appreciate that their natural style of influencing won't fit all stakeholders
- Understand the need to adapt and flex styles in influencing
- Gain practice in soft skills to understand the stakeholder
- Apply this knowledge to their own scenario