



Influencing and Persuading Others

Overview

The course is for anyone whose success is dependent on gaining assistance/commitment from others.

Aim

To learn how to influence and persuade others is one of the most valuable and transferable skills to have. This course takes you on a journey of self-awareness, using many different styles of learning to ensure that you leave with a sense of confidence, well founded on enhanced capabilities.

Content

By the end of the course, delegates will:

- Know what influencing is & what it means within the work context.
- Understand the key factors and behaviours used in influencing.
- Be able to analyse situations, power relationships and barriers and employ strategies to deal with them successfully
- Understand the importance of creative thinking and principles of negotiation skills in effective influencing
- Know how to use body language and verbal communication/effective questioning techniques to get points across to best effect.
- Recognise what to avoid.



COURSE COST

£175 + VAT

Duration: 1 Day

HELD AT CHALLENGE TRAINING & CONFERENCE CENTRE

"This course provided me with tools that have already proved useful in the real world, and I would not hesitate to recommend it"

Jack Harris

Customer Service Team



For further information or to reserve a place on this course contact us :

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