



Influencing Skills

½ day course

As more organisations move towards team-based rather than hierarchical structures, the ability to influence rather than rely on a promotional status to make things happen, is becoming increasingly important.

No matter what role you play, learning how to influence and persuade is one of the most valuable skills to have. Whether you are influencing among your peer group, line reports, managers or business partners, the fact remains that how you put your case across and the perception you create can have an immediate impact on the outcome.

Style of delivery

The course is very interactive and practical. Attendees will have the opportunity to test out their influencing skills, and to understand different styles of influencing.

Content

The course covers, amongst other areas:

- Core behaviours that will help you influence
- Different sources of power used in influencing
- Your 'Profile of Power'
- Influencing strategies
- Behavioural styles
- Building credibility
- Assertiveness and influence.

**To find out more or to book this course for your team, call us on
01536 215240 or email emma@gatewayhr.com**