

# Influencing

## Overview

The Influencing workshop gives delegates the opportunity to examine different methods of influencing and improve their influencing skills.

Influencing skills can be applied in any situation where the outcome is of importance to you. The workshop will give you feedback into your own personal styles and insight into how other people try to influence you.

## Objectives

- Define and demonstrate all of the influencing styles
- Identify own, and recognise colleagues influencing styles
- Choose the most suitable behaviour for successful outcomes

## Who should attend?

Anyone wishing to improve their own influencing skills and ability to influence others.

## Workshops Content

- Definitions of influencing
- Character sketch
  - Easy to influence
  - Difficult to influence
- Influencing Model
  - Using Energy
  - Pushing
  - Persuading
  - Asserting
  - Pulling
  - Bridging
  - Attracting
  - Moving Away
  - Disengaging
  - Avoiding
- Influencing Style Questionnaire
- Overview and analysis
- Push / Pull Roulette
- Influencing exercises

## Course Dates and Location

To be confirmed.

## Duration

One day

