

Influencing Others

Program Outline



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Influencing is a powerful tool that can help you achieve your goals and get others to see your POV, even when you don't have any formal authority over them. In fact, the ability to influence others without relying on your position or title is a highly valuable skill. It can take you far in both your personal and professional life.

Are you trying to persuade your team to adopt a new strategy, sell an idea to your boss, or simply get your friends to try a new restaurant? The art of influence is all about knowing how to communicate your message effectively and build a connection with your audience.

Discover the secrets of influence and persuasion! Practice the most effective ways to influence others without exercising authority. It starts with building rapport and trust, using social proof and storytelling to make your message more compelling.

Do you find it challenging to persuade your team members to adopt a new strategy? Are you looking to enhance your skills in pitching innovative ideas to clients or converting potential buyers into loyal customers?

Influence is the key to unlocking doors, driving change, and achieving extraordinary results at the workplace. Don't miss out on our immersive "Influencing Others" workshop, where you will gain the strategies and insights to become a master influencer, making a significant impact on your team and organization.

Objectives

- ▶ Understanding how to practice influencing
- ▶ Knowing your circle of influence
- ▶ Drawing an empathy map
- ▶ Influencing stakeholders at different levels
- ▶ Achieving better alignment with team members
- ▶ Understanding relationships better
- ▶ Becoming a better leader

Course Module

Module 1: Strategize to influence stakeholders

Module 2: Demystify Stakeholders through the lens of 'The 4 Rs'

Module 3: Learn the art of flexing your style