

THE POWER OF INFLUENCE™

HOW TO INFLUENCE YOUR STAKEHOLDERS AND GET WHAT YOU WANT EVEN WITHOUT AUTHORITY

Synopsis

Influencing skills is one of the most crucial survival skills you require in order to achieve cooperation, support and collaboration with others. You may not always have the authority to do so, given matrix and flatter organizations.

In fact, in most circumstances, you have to rely on the relationship with others, the creditability you have built and most importantly, your mastery of influencing skills.

Unlock your ability to influence and gain that influence advantage!

Benefits of Programme

1. You will be able to identify and be familiar with the different influence styles and behaviors - when and how to use them in the different situation
2. You will be able to understand your own personality, the major personality types and match the communication and influence styles.
3. You will become familiar with The Power of Influence™ blueprint to help you plan for any influence situation.

After Workshop Boosters

This course has been designed to be practical and fun, reflecting scenarios that are encountered day-to-day at work. Participants will be given the opportunity to practice the skills and gain comfort level in applying the skills learnt.

7-day Challenge

Identify and commit on area(s) that you will be applying the newly acquired skill after the training.

Get help and advice from the facilitator in a special hour dedicated for review and discussion.

Who Should Attend

Leaders, managers, supervisors of all levels.

Anyone who wants to further improve their influencing skills at work and in their personal lives.

PROGRAMME OUTLINE

Mindset Shift: Realise you can expand your circle of influence and be able balance your relationship with the goals you want to achieve.

Understanding Self: Learn more about your own influencing styles by doing an influence style inventory survey. Identify dominant style and least used styles to help you plan the areas you will work on during the workshop.

Influencing Energies, Styles and Behaviors: Understand the different energies of push, pull and tango and relate to the impact it may make to the person you are influencing. Learn the associated styles and behaviors with exercises that reflect those you encounter every day.

Personality Types and preferred styles: Learn to decode a person's personality quickly by observing their speed of making decisions and getting tasks done, as well as their tendency towards to people. Identify influencing styles that are appropriate for each personality type.

The Power of Influence™ blueprint: Learn a comprehensive 5-step process to help you plan your influence situation in a structured and holistic manner. Think beyond what you normally do by assessing background, gathering evidence and information, clarifying perception and assumption, devising the appropriate strategies, tactics and influence behaviours to use for even the most complex influence situation.

Case Studies and Role Play: Enter a world of case studies that are specially gathered for your organization. These are real scenarios that represent the challenges the employees faced with their internal and external stakeholders. Develop solutions to these case studies and role-play in the presence of the team for optimised learning.

Applying Influence in different scenarios: Learn how the bosses behave and what they expects if you want to successfully influence them. Get insight into influencing your colleagues from different cultural backgrounds as well as if face to face time is not possible. In other words, learn to apply Influence Intelligence in different scenarios.

Stakeholder Management and Building Relationship: Learn to identify stakeholders, prioritize them and build relationships with them that are sustainable which is necessary for critical for partnership and collaborations

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