



Influencing Skills

In order to be successful, both in life and in work, it is vital to become influential – being able to get people to act, think or feel differently and preferable all three.

The Influencing Skills workshop is for you if you need to influence others. This may be influencing as part of a leadership role, or influencing where you are in a partnership, project group or other setting (such as campaigning or negotiating) where you need to persuade others.

The Influencing Skills workshop is designed to help you understand how influencing works, provide you with practical tips and techniques to become more influential and help you work on building an effective personal influencing style.

This **one-day workshop** will be delivered by Zoryna O'Donnell, MBA, FInstLM - an experienced coach and trainer, a Certifying Member of the International Trainers Academy of NLP. The workshop will cover the following key elements:

- ✓ Why influencing skills matter?
- ✓ Defining your influencing goals
- ✓ Power and influence
- ✓ Developing personal power
- ✓ Dealing with multiple agendas
- ✓ Understanding the bigger picture
- ✓ Partners and stakeholders
- ✓ Building high quality relationships
- ✓ Trust and credibility
- ✓ Engaging and motivating stakeholders
- ✓ Stakeholder influence process

The workshop will equip you with practical skills and tools to gain the co-operation of others and bring them around to your way of thinking – without manipulating them. You will learn how to focus your influence, analyse your environment and develop simple yet powerful strategies to maximise your influence. At the end of the workshop you will leave feeling more confident in your ability to influence others.

Breakthrough Skills Programme™ for Women Discounted Fee - £99+VAT per person.

Standard Fee: £199+VAT per person for open access workshops.

To book your place on the Influencing Skills workshop **please contact Zoryna O'Donnell** by e-mail zoryna@gmail.com

