
Influencing

Overview

Achievement in the workplace is increasingly dependent upon co-operation from people over whom you may have little or no line management authority. Interestingly, your success in influencing is not directly related to the amount you know or even the strength of your argument but, on your ability to understand the other and their point of view and a work with them toward a win-win outcome.

This programme will develop your ability to work effectively with and through others to achieve the goals you set.

Workshop outcomes

For participants to:

- appreciate the power of win-win in building effective working relationships
- understand the essential components of the win-win paradigm
- be able to plan for a successful outcome.

Outline content

- Developing an outcome orientation
- Thinking win-win
- Establishing rapport
- Effective listening
- Different perspectives

How long is the workshop?

1 day

Who is it for?

Anyone who would benefit from a greater ability to influence and collaborate effectively with others.

